Maine State Liquor and Lottery Commission Minutes of Meeting Tuesday, March 8, 2022 In Person and Virtual Meeting using Zoom

Call to Order:

Madam Chair Fitzgerald called the meeting to order at 10:00 A.M.

Roll Call

Commissioners in Attendance: Elizabeth Fitzgerald, Julie Sheehan, John Schneck, Stacey Fitts and Kimberly Monaghan

BABLO/DAFS Staff in attendance: Deputy Director Tim Poulin, Tracy Willett, Spirits Operations Manager (Spirits portion only), Deputy Director Michael Boardman, Lisa Rodrigue, Lottery Marketing Specialist (Lottery portion only), Terry Meehan and Eileen Bonenfant, Clerk of the Commission

Pine State Spirits in attendance (Spirits portion only): Sheila Gibbons, Don Potter, Nick Sanborn, Stephanie LaPointe and Terry Goddard

Scientific Games in attendance (Lottery portion only): Darrell Frecker

Others in attendance:

Spirits portion only: Adam Nappi, Bow Street Rob Andreasen, Zach Redman and David Hall, Southern Glazer's; Seth Ferris, MS Walker; Patrick Murphy, Martignetti; Gary Duncklee, Horizon Beverage; Jody Reese, Stone Fence Beverage; Cathy Sullivan, RSVP; Andrew Stewart, Blue Barren; David Haley, Perfecta Wine; Dave Makson, Damon's; Jim Downey, Stone Fox Distilling; Phil Mantis, AG;

Lottery portion only: Steven Mason, Fuseideas

Approval of Minutes:

Madam Chair Fitzgerald asked for a motion that the minutes of the February 8, 2022, meeting be approved. A motion was made by Commissioner Sheehan to accept the minutes. Motion was seconded by Commissioner Monaghan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

Liquor Operations:

Deputy Director Poulin reported on February 2022 sales as follows:

- Sales report for February:
 - Selling days: 20 TY vs. 20 LY
 - Cases shipped were 106,410 TY vs. 105,598 LY; +0.77 %
 - Dollar Sales were \$17,068,541 TY vs. \$16,227,921 LY; +5.18%
 - Bailment collected: \$226,439
 - Depletion allowances: \$583,181
- Sales report for YTD:
 - Cases shipped were 989,210 TY vs. 965,970 LY; +2.41%

- Dollar Sales were \$155,101,950 TY vs. \$147,997,643 LY; +4.80%
- Selling days: 171 TY vs. 171 LY

Deputy Director Poulin also reviewed the following sales and profit reports (sale and profit reports attached to the minutes):

- Maine Spirits Business Activity for February 2022
- Sales comparisons by County for Maine
- Top 25 Agents in Three Month Case Sales
- Budget to Actual financial performance

New Business:

Deputy Director Poulin presented the CY21 Annual Report to the Legislature on Spirits Operations for the Commission's review.

Old Business: None

New Product Listings:

Tracy Willett presented fifty (50) new product listings for March 2022. A motion was made by Commissioner Schneck to approve all the items presented for listing. Motion was seconded by Commissioner Fitts. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (New product listings distributed and attached to the minutes.)

Label/Package Changes:

Deputy Director Poulin presented ten (7) label/package changes for March 2022. A motion was made by Commissioner Sheehan to accept the label/package changes as presented. Motion seconded by Commissioner Schneck. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (Label/package changes distributed and attached to the minutes.)

Value Added Packs:

Deputy Director Poulin presented three (3) VAP's for March 2022. A motion was made by Commissioner Schneck to accept the label/package changes as presented. Motion seconded by Commissioner Sheehan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (Label/package changes distributed and attached to the minutes.)

Quarterly Price Adjustments:

Deputy Director Poulin presented three hundred and sixty-seven (367) price adjustments for quarterly price changes. A motion was made by Commissioner Schneck to accept the price changes. Motion seconded by Commissioner Monaghan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (Quarterly price changes attached to the minutes)

Delisted Items:

Deputy Director Poulin presented twenty-four (24) items for delisting. A motion was made by Commissioner Fitts to approve the items for delisting. Motion was seconded by Commissioner Schneck and the motion passed unanimously. (Delisted Items attached to the minutes)

Rebates:

Deputy Director Poulin presented eighteen (18) rebates and coupons for March 2022. All rebates and coupons were standard in nature. A motion was made by Commissioner Schneck to accept all rebates and coupons. Motion seconded by Commissioner Fitts. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (Rebates distributed and attached to the minutes.)

Pine State Spirits:

Sheila Gibbons reported on the following:

- Top "Recipes and Moods" Campaign with featured Cocktails and Recipes
- The Maine Spirits app continues to grow with 84,409 total downloads and 31,488 new installs for February
- Facebook and Instagram Statistics for February
- Facebook and Instagram Posts for February

Other Business: None

Public Comments: None

Lottery Operations:

Director's Report:

Deputy Director Boardman reported on YTD sales as follows:

- Draw Sales FY22 \$43,581,949; +\$319,802 or +0.74%
- Fast Play Sales FY22 \$8,387,281; -974,502 or -10.41%
- Instant Game Sales FY22 \$210,117,548; +\$6,633,112 or +3.26%
- Total Combined Sales FY22 \$262,068,778; +5,978,412 or +2.33%
- Lottery Profit Transfer to General Fund
 - February Actual FY22 \$4,065,525; -\$1,224,826 to Budget -23.15%
 - YTD Actual FY22 \$45,255,211; +\$1,397,615 to Budget +3.19%
- Profit Transfer to Outdoor Heritage Fund
 - February Actual FY22 \$24,591; -\$15,667 to Budget -38.92%
 - YTD Actual FY22 \$516,137;-+\$37,722 to Budget -6.81%

(Fiscal Year Comparison and Monthly Profit Report attached to minutes)

New Business:

Deputy Director Boardman submitted the Lucky 4 Life and Power Ball rule making process for approval. A motion was made by Commissioner Sheehan to move forward with the process as presented. Motion seconded by Commissioner Schneck. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

Deputy Director Boardman presented the CY21 Annual Report to the Legislature on Lottery Operations for the Commission's review and approval of the entire report. A motion was made by Commissioner Schneck to approve the CY21 Annual Report to the Legislature. Motion was seconded by Commissioner Fitts. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (CY21 Annual Report to the Legislature on Liquor and Lottery Operations distributed and attached to the minutes.)

Old Business:

None

Approval of New Games: Deputy Director Boardman submitted one (1) new game for approval.

• (\$10) \$250,000 FRENZY

A motion was made by Commissioner Sheehan to accept all games as presented. Motion seconded by Commissioner Monaghan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (Games attached to the minutes.)

Scientific Games:

Darrell Frecker reported on the following:

- Sales statistics
- Instant Sales 2021 four million increase over 2020

Fuseideas:

Steve Mason reported on the following TV and Radio Spots:

- February Big Country Cash
- Lucky For Life
- April Fast Play Cash Blast Progressive

Other Business: None

Public Comment: None

Adjournment:

The next Commission meeting is scheduled for April 12, 2022, at 10:00 a.m. The May meeting is tentatively scheduled for Tuesday May 10, 2022 at 10:00 a.m.

There being no further business Commissioner Schneck made a motion to adjourn. Commissioner Monaghan seconded the motion. The roll was called, and the motion carried unanimously. The meeting adjourned at 12:15p.m.

Elizabeth Fitzgerald
Elizabeth Fitzgerald (Apr 21, 2022 08:19 EDT)

Elizabeth Fitzgerald, Madam Chair Maine Liquor & Lottery Commission

Gregory Mineo, Director

Bureau of Alcoholic Beverages & Lottery Operations

Maine State Liquor and Lottery Commission

Zoom Meeting using the following link:

https://mainestate.zoom.us/j/3219410650?pwd=VVJhUmRjWWZ0aEh0d3c5dGpxUVdPZz09

Meeting ID: 321 941 0650 **Passcode:** Bablo0308!

Tuesday, March 8, 2022 10:00 a.m. Agenda

Please note: Meeting materials will be available on Monday, March 7th on the Commission's webpage on the Bureau's website. The link to the materials is under <u>Additional Resources - Meeting Materials for March 8, 2022</u>. (use this link to open the page)

- 1. Call the meeting to order
- 2. Approve the minutes of the February 8, 2021 meeting

3. Liquor Operations

- a. Director's Report
- b. New Business
 - i. Approval of Spirits Business Annual Legislative Report
- c. Old Business
- d. New Product Listings
- e. Label Changes
- f. Value Added Packs
- g. Quarterly Price Adjustments
- h. Delisted Items
- i. Coupons/Rebates
- j. Report from Pine State Spirits
- k. Other business that may properly come before the Commission
- 1. Public Comments

4. Confirm and set next meeting dates

- a. Confirm April meeting April 12, 2022
- b. Set May 2022 tentative meeting date (May 10, 2022)

5. Lottery Operations

- a. Director's Report
- b. New Business
 - i. Lotto America Rulemaking
 - ii. Approval of Lottery Business Annual Legislative Report
- c. Old Business
- d. Approval of New Games
- e. Report on Tri-State Activities
- f. Report from Scientific Games International, Inc.
- g. Report from Fuseideas
- h. Other business that may properly come before the Commission
- i. Public Comments

6. Confirm next meeting dates

- a. Confirm April meeting April 12, 2022
- b. Set May 2022 tentative meeting date (May 10, 2022)

7. Adjournment

Maine Spirits Business Activity for February 2022 Prepared by Pine State Spirits

Sales Data 2/1/2022 - 2/28/2022		Monthly										
			Varia	nce								
	Prior Year	Current Year	Actual	%								
Shipping Days	20	20	0									
					Cs/Day LY	Cs/Day TY	Variance %					
Cases Sold	105,598	106,410	812	0.77%	5,280	5,321	0.77%					
					\$/Day LY	\$/Day TY	Variance %					
Dollar Sales	\$ 16,227,921	\$ 17,068,541	\$ 840,620	5.18%	\$ 811,396	\$ 853,427	5.18%					
Cost of Goods Sold	\$ 11,082,109	\$ 11,667,118	\$ 585,009	5.28%								
Depletion Allowances	\$ (594,411)	\$ (583,181)										
Total Cost of Good Sold	\$ 10,487,698	\$ 11,083,938	\$ 596,240	5.69%								
Sales Data 7/1/2021 - 2/28/2022		Year to Date										
			Varia									
	Prior Year	Current Year	Actual	%								
Shipping Days	171	171	0		~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~		I					
	0.47.070				Cs/Day LY	Cs/Day TY	Variance %					
Cases Sold	965,970	989,210	23,241	2.41%	5,649	5,785	2.41%					
7	Φ 4 4 5 00 5 54 0	A 4 5 5 4 0 4 0 5 0	h = 101 20 c	4.000/	\$/Day LY	\$/Day TY	Variance %					
Dollar Sales	\$ 147,997,643	\$ 155,101,950	\$ 7,104,306	4.80%	\$ 865,483	\$ 907,029	4.80%					
	ф 102 0 10 0 7 1	4.00.055.015	.	7 0 407								
Cost of Goods Sold	\$ 102,949,971	\$ 108,967,047	\$ 6,017,076	5.84%								
Depletion Allowances	\$ (9,928,959)	\$ (10,357,842)	φ. 5. 5 00. 10 2	6.010/								
Total Cost of Good Sold	\$ 93,021,012	\$ 98,609,206	\$ 5,588,193	6.01%								
Other Revenue		Monthly			Y	ear to Date Da						
	Prior Year	Current Year	Varia		Prior Year	Current Year	Varia	ance %				
Premium Tax		\$ 230,217	Actual \$ 1,526	% 0.67%	\$ 2,089,344	\$ 2,128,443		1.8				
Bailment	\$ 228,691 \$ 235,145	\$ 230,217			\$ 2,089,344	\$ 2,128,443	\$ 39,099 \$ 42,348	2.3				
Depletion Allowances		\$ 226,439	\$ (8,706) \$ (11,231)		\$ 1,832,297	\$ 1,874,645	\$ 42,348					
Depiction Allowances	\$ 594,411	383,181	Φ (11,231)	-1.89%	\$ 9,928,939	\$10,337,842	φ 428,883	4.32				

Maine County Case Analysis through February 2022

Maine County Case Analysis through February 2022 Cases Last 3 Case Diff Cases Last 6 Case Diff Case Last 9 Case Diff													
	Cases Last 3	Months Prior		vs. Prior	Cases Last 6	Months Prior		vs. Prior	Cases Last 9	Month		vs. Prior	
Sales Region	Months	Year	% Change	Year	Months	Year	% Change	Year	Months	Prior Year	% Change	Year	
Ci i fac :	242.045	244 075	0.240/	4 070	500 756	505 275	0.050/	2 424	4 424 646	4 004 740	2.040/	22.050	
State of Maine	342,945	341,875	0.31%	1,070	688,756	686,275	0.36%	2,481	1,124,616	1,091,748	3.01%	32,868	
ANIDROCCOCCINI	20.422	20.070	F 200/	1 554	F7.C40	F 4 704	F 200/	2.046	00.740	04.067	C 740/	F C 42	
ANDROSCOGGIN	30,432	28,879	5.38%	1,554	57,649	54,704	5.38%	2,946	89,710	84,067	6.71%	5,643	
AROOSTOOK	13,831	13,594	1.75%	237	27,387	27,070	1.17%	316	42,217	41,623	1.43%	594	
ANOUSTOOK	13,831	13,334	1.7570	237	27,367	27,070	1.17/0	310	42,217	41,023	1.43/0	334	
CUMBERLAND	92,787	84,698	9.55%	8,089	186,132	173,330	7.39%	12,802	315,884	281,490	12.22%	34,394	
0011102111211110	32). 37	0 .,000	3.3375	3,000	100,101	270,000	7.0070	12,002	010,00	202, 100		0 1,00 1	
FRANKLIN	10,285	9,876	4.14%	409	18,257	18,525	-1.45%	-268	28,159	28,477	-1.12%	-318	
	,								·				
HANCOCK	14,186	14,636	-3.07%	-449	31,617	32,581	-2.96%	-964	57,749	55,686	3.70%	2,062	
KENNEBEC	31,431	32,502	-3.30%	-1,071	62,785	63,958	-1.83%	-1,173	98,740	100,039	-1.30%	-1,299	
KNOX	9,778	10,737	-8.94%	-959	20,086	21,937	-8.44%	-1,851	32,566	34,640	-5.99%	-2,074	
LINCOLN	8,681	9,382	-7.48%	-701	18,374	19,621	-6.35%	-1,247	30,835	31,930	-3.43%	-1,095	
OVEODD	11.500	42.262	5.500/	67.4	22.044	24.240	F 040/	4 407	25 502	27.466	F 000/	4.072	
OXFORD	11,588	12,263	-5.50%	-674	22,811	24,218	-5.81%	-1,407	35,593	37,466	-5.00%	-1,873	
PENOBSCOT	41,123	41,860	-1.76%	-736	82,500	83,167	-0.80%	-668	128,076	127,168	0.71%	909	
FLINOBSCOT	41,123	41,800	-1.70%	-730	82,300	83,107	-0.6076	-008	128,070	127,108	0.71/0	303	
PISCATAQUIS	4,089	4,220	-3.11%	-131	8,560	8,665	-1.21%	-105	13,725	13,943	-1.56%	-218	
1136/11/10013	1,003	1,220	3.1170	131	0,500	3,003	1.21/0	103	13,723	13,3 13	1.50%	210	
SAGADAHOC	8,926	9,739	-8.35%	-813	17,915	19,124	-6.32%	-1,208	28,268	29,745	-4.97%	-1,477	
	,							,	·				
SOMERSET	10,506	11,013	-4.61%	-507	21,367	22,137	-3.48%	-770	33,585	34,688	-3.18%	-1,103	
WALDO	7,144	7,628	-6.35%	-484	14,480	15,210	-4.80%	-730	23,187	23,993	-3.36%	-807	
WASHINGTON	7,191	7,449	-3.46%	-258	14,931	15,297	-2.39%	-366	24,101	24,288	-0.77%	-187	
YORK	40,967	43,401	-5.61%	-2,434	83,903	86,731	-3.26%	-2,827	142,223	142,506	-0.20%	-283	
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	5.1. 22 ·	5.b 24 b 25 5			Feb 22, Jan 22, Dec	Feb 21, Jan 21, Dec				Feb 21, Jan 21, Dec			
Months Included:	Feb 22, Jan 22, Dec 21	Feb 21, Jan 21, Dec 20				20, Nov 20, Oct 20,				20, Nov 20, Oct 20, Sep 20, Aug 20, Jul			
		-			Sep 21	Sep 20			21, Jun 21	20, Jun 20			

^{*}State of Maine: Jan 2022 +1 day vs Jan 2021, December 2021 -1 day vs 2021, October 2021 -1 day vs 2020, August 2021 +1 day vs 2020, July 2021 -1 day vs 2020

^{*}Cases are 9Lt Equivalent

^{*}Excludes Bailments, Depletions, and In-State Distillers

								Cases Last	Cases Last 3 Months		
Acct #	Customer	License #	Location	County	Feb-22	Jan-22	Dec-21	3 Months	Prior Year	% Change	Case Diff
936450	BOW STREET BEVERAGE	AGN-2016-866	PORTLAND ,ME	CUMBERLAND	7,106	5,329	7,462	19,897	12,521	58.92%	7,377
927285	R.S.V.P. PORTLAND	AGN-2005-442	PORTLAND ,ME	CUMBERLAND	5,432	2,650	5,024	13,106	9,886	32.57%	3,220
930081	ROOPERS AUBURN MINOT AVE	AGN-2006-427	AUBURN ,ME	ANDROSCOGGIN	3,444	1,829	3,150	8,423	5,359	57.16%	3,063
926220	DIPIETRO'S MARKET-S PORTL	AGN-1994-280	S PORTLAND ,ME	CUMBERLAND	655	427	832	1,914	1,204	58.94%	710
929034	J.D.'S PACKAGE STORE, INC	AGN-2004-413	EAST WATERBORO ,ME	YORK	1,101	941	1,394	3,437	3,015	14.01%	422
926022	AYOTTE'S COUNTRY STORE	AGN-1990-101	CARRABASSETT VALLEY ,ME	FRANKLIN	566	594	391	1,551	1,148	35.16%	403
939033	MAINELY PROVISIONS	AGN-2020-12701	KINGFIELD ,ME	FRANKLIN	348	181	309	838	473	77.27%	365
928127	SAM'S CLUB #6333 BANGOR	AGN-2001-328	BANGOR ,ME	PENOBSCOT	401	320	939	1,659	1,304	27.21%	355
927293	BOB & MIKE'S MINI MART	AGN-2001-188	SACO ,ME	YORK	651	598	950	2,198	1,888	16.42%	310
937052	DAMON'S BEV BANGOR	AGN-2018-1061	BANGOR ,ME	PENOBSCOT	1,185	988	2,134	4,307	3,999	7.70%	308
937656	STOMPERS	AGN-2018-1058	HOLDEN ,ME	PENOBSCOT	1,390	570	1,315	3,274	2,981	9.83%	293
932780	SAM'S CLUB #6462 AUGUSTA	AGN-2009-610	AUGUSTA ,ME	KENNEBEC	662	355	627	1,644	1,379	19.15%	264
933630	MOBIL ON THE WAY	AGN-2011-682	LEWISTON ,ME	ANDROSCOGGIN	83	291	201	575	421	36.75%	155
932608	SAM'S CLUB #8186 SCARBORO	AGN-2009-592	SCARBOROUGH ,ME	CUMBERLAND	403	290	872	1,565	1,419	10.23%	145
938357	CALAIS IGA	AGN-2019-2006	CALAIS ,ME	WASHINGTON	206	167	334	707	577	22.58%	130
936567	STAR CITY IGA	AGN-2017-869	PRESQUE ISLE ,ME	AROOSTOOK	237	245	315	797	667	19.53%	130
927749	SHAW'S #4560 SANFORD	AGN-1993-239	SANFORD ,ME	YORK	277	240	311	828	705	17.51%	123
926170	BOB'S SRV CNTR -MADAWASKA	AGN-1995-277	MADAWASKA ,ME	AROOSTOOK	176	143	162	481	377	27.52%	104
933762	PAUL'S VARIETY	AGN-2011-696	BIDDEFORD ,ME	YORK	222	212	285	719	624	15.28%	95
927475	PARADIS SNS #8208 FORT KE	AGN-1992-201	FORT KENT ,ME	AROOSTOOK	271	240	325	836	741	12.79%	95
933739	SAM'S QWIK STOP	AGN-2011-689	KENDUSKEAG ,ME	PENOBSCOT	86	184	210	479	386	23.96%	93
934042	ROOPERS AUBURN MAIN ST	AGN-2012-714	AUBURN ,ME	ANDROSCOGGIN	379	381	605	1,365	1,275	7.00%	89
928341	DAMON'S BEV SKOWHEGAN	AGN-2002-354	SKOWHEGAN ,ME	SOMERSET	502	465	709	1,675	1,592	5.22%	83
928549	ANDY'S IGA FOODLINER-HLTN	AGN-2002-357	HOULTON ,ME	AROOSTOOK	247	180	332	759	679	11.82%	80
931113	CIGARET SHOPPER #9 BANGOR	AGN-2009-561	BANGOR ,ME	PENOBSCOT	167	228	291	687	608	12.93%	79
			TOTALS		26,197	18,047	29,477	73,721	55,229	33.48%	18,492

			Cases Last		Case Diff
		Cases Last	3 Months		vs. Prior
		3 Months	Prior Year	% Change	Year
State of Maine		342,945	341,875	0.31%	1,070

21.50%

16.15%

Top 25 Agents % of 3 month business

State of Maine Department of Administrative and Financial Services (DAFS) Bureau of Alcoholic Beverages and Lottery Operations (BABLO)

Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison State Fiscal Year 2022, as of February 28, 2022

	July 2021	August 2021	September 2021	October 2021	November 2021	December 2021	January 2022	February 2022	March 2022	April 2022	May 2022	June 2022	Total
Budget Projection													
Gross Sales	22,194,581	22,486,626	16,477,546	18,131,613	16,621,943	21,227,535	15,396,270	15,025,801	16,737,604	17,135,558	18,885,330	20,978,164	221,298,572
Cost of Goods Sold	(14,149,000)	(14,335,000)	(10,504,000)	(11,559,000)	(10,596,000)	(13,533,000)	(9,815,000)	(9,579,000)	(10,670,000)	(10,924,000)	(12,039,000)	(13,374,000)	(141,077,000)
Warehousing & Distribution Trade Marketing	(1,193,074) (499,000)	(1,207,074) (506,000)	(910,074) (371,000)	(992,074) (408,000)	(917,074) (374,000)	(1,145,074) (478,000)	(856,074) (346,000)	(838,074) (338,000)	(923,074) (377,000)	(942,074) (386,000)	(1,029,074) (425,000)	(1,132,074) (472,000)	(12,084,889) (4,980,000)
Gross Profit	6,353,507	6,438,552	4,692,472	5,172,539	4,734,869	6,071,461	4,379,196	4,270,727	4,767,530	4,883,484	5,392,256	6,000,090	63,156,683
BABLO Operating Costs	(355,000)	(360,000)	(264,000)	(290,000)	(266,000)	(340,000)	(246,000)	(240,000)	(268,000)	(274,000)	(302,000)	(336,000)	(3,541,000)
DAFS Operating Costs	<u>-</u>					<u> </u>	<u>-</u>		<u> </u>		<u> </u>	<u> </u>	<u> </u>
Operating Profit	5,998,507	6,078,552	4,428,472	4,882,539	4,468,869	5,731,461	4,133,196	4,030,727	4,499,530	4,609,484	5,090,256	5,664,090	59,615,683
Actual Performance													
Gross Sales	24,192,061	24,675,947	20,273,699	18,467,512	19,011,300	23,730,121	16,302,804	17,518,392	-	-	-	-	164,171,836
Cost of Goods Sold	(16,417,586)	(16,418,827)	(13,308,406)	(12,143,634)	(12,803,838)	(16,313,045)	(9,895,361)	(11,667,119)	-	-	-	-	(108,967,816)
Warehousing & Distribution	(1,154,417)	(1,157,927)	(937,624)	(891,269)	(921,438)	(1,147,720)	(738,142)	(858,678)	-	-	-	-	(7,807,215)
Trade Marketing	(514,029)	(514,454)	(415,436)	(395,446)	(409,021)	(511,232)	(325,781)	(381,127)					(3,466,525)
Gross Profit	6,106,029	6,584,739	5,612,232	5,037,163	4,877,004	5,758,124	5,343,521	4,611,468	-	-	-	-	43,930,280
BABLO Operating Costs	(384,845)	(195,603)	(205,756)	(156,695)	(140,315)	(72,598)	(320,974)	(281,209)	-	-	-	-	(1,757,996)
DAFS Operating Costs	_			<u>=</u>									<u>=</u> _
Operating Profit	5,721,184	6,389,136	5,406,476	4,880,468	4,736,689	5,685,526	5,022,547	4,330,259	-	-	-	-	42,172,284
Variance													
Gross Sales	1,997,480	2,189,321	3,796,152	335,899	2,389,358	2,502,585	906,534	2,492,591	-	-	-	-	16,609,920
Cost of Goods Sold	(2,268,586)	(2,083,827)	(2,804,406)	(584,634)	(2,207,838)	(2,780,045)	(80,361)	(2,088,119)	-	-	-	-	(14,897,816)
Warehousing & Distribution	38,657	49,147	(27,550)	100,805	(4,364)	(2,645)	117,932	(20,604)	-	-	-	-	251,378
Trade Marketing	(15,029)	(8,454)	(44,436)	12,554	(35,021)	(33,232)	20,219	(43,127)					(146,525)
Gross Profit	(247,478)	146,187	919,760	(135,376)	142,136	(313,337)	964,325	340,741	-	-	-	-	1,816,957
BABLO Operating Costs	(29,845)	164,397	58,244	133,305	125,685	267,402	(74,974)	(41,209)	-	-	-	-	603,005
DAFS Operating Costs	_	<u> </u>		<u>-</u>	<u>-</u>	<u>-</u>		<u>-</u>			<u>-</u>		_
Operating Profit	(277,323)	310,584	978,004	(2,071)	267,820	(45,935)	889,351	299,532	-	-	-	-	2,419,962
Transfer to MMBB													
Operating Profit	5,721,184	6,389,136	5,406,476	4,880,468	4,736,689	5,685,526	5,022,547	4,330,259	-	-	-	-	42,172,284
Outstanding Receivables	(1,074,074)	966,891	(444,644)	571,850	1,680,443	(2,598,788)	2,146,766	785,666	-	-	-	-	2,034,111
Other Adjustments	57,048	· -	-	-	-	-	-	-	-	-	-	-	57,048
Transfer to MMBB	4,704,158	7,356,027	4,961,833	5,452,318	6,417,132	3,086,738	7,169,313.24	5,115,925	-	-	-	-	44,263,444
Performance Indicators													
Actual/Budget Indicators													
Sales	109.0%	109.7%	123.0%	101.9%	114.4%	111.8%	105.9%	116.6%					74.2%
COGS	116.0%	114.5%	126.7%	105.1%	120.8%	120.5%	100.8%	121.8%					77.2%
Operating Profit	95.4%	105.1%	122.1%	100.0%	106.0%	99.2%	121.5%	107.4%					70.7%
Actual Performance Indicators													
COGS/Sales	67.9%	66.5%	65.6%	65.8%	67.3%	68.7%	60.7%	66.6%					66.4%
Operating Profit/Sales	23.6%	25.9%	26.7%	26.4%	24.9%	24.0%	30.8%	24.7%					25.7%

BOW STREET AGENT SPOTLIGHT FOR MARCH 2022 COMMISSION MEETING.xlsx

	- 0:		9L Cases	9L Cases %	2.11	Dollars	Dollars %
Customer Name	Town City	9L Cases	Comparison	Change	Dollars	Comparison	Change
BOW STREET #8302 FREEPORT	FREEPORT	3,408	3,699	-7.87%	\$887,231	\$893,214	-0.67%
BOW STREET BEVERAGE	PORTLAND	99,956	58,514	70.82%	\$18,290,014	\$10,802,096	69.32%
		103,364	62,213	60.19%	\$19,177,245	\$11,695,311	60.99%
TOTAL SALES OF ALL AGENTS SAME TIL Bow Street % OF TOTAL BUSINESS LAS	_	1,461,529 7.07%	1,435,306 4.33%	1.83%	\$228,065,452 8.41%	\$217,571,257 5.38%	4.82%

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail	Class	Accepted
HORIZON BEVERAGE	HORIZON BEVERAGE-ULTRA	77332	SUGARLANDS SHINE BUTTERSCOTCH GOLD MNSH	750	6	\$91.18	\$26.99	CORDIALS	
HORIZON BEVERAGE	HORIZON BEVERAGE-ULTRA	80524	SUGARLANDS STRAWBERRY DREAM CREAM SIPPIN	750	6	\$91.18	\$26.99	CORDIALS	
HORIZON BEVERAGE	HORIZON BEVERAGE-ULTRA	80525	SUGARLANDS STRAWBERRY DREAM CREAM SIPPIN	50	48	\$73.51	\$2.99	CORDIALS	
MARTIGNETTI	EDRINGTON AMERICAS	5934	THE MACALLAN DOUBLE CASK 18 YR HIGHLAND	750	6	\$1,260.00	\$369.99	SCOTCH	
MS WALKER	M.S. WALKER, INC.	87969	CASA KOMOS ANEJO CRISTALINO TEQUILA	750	6	\$399.33	\$119.99	TEQUILA	
MS WALKER	M.S. WALKER, INC.	87712	CASA KOMOS REPOSADO ROSA TEQUILA	750	6	\$366.00	\$109.99	TEQUILA	
MS WALKER	M.S. WALKER, INC.	87132	KOMOS EXTRA ANEJO TEQUILA	750	6	\$1,332.67	\$399.99	TEQUILA	
PERFECTA WINE CO.	PERFECTA WINE CO.	26076	REGIMENTAL AMERICAN WHISKEY	750	6	\$124.70	\$36.99	WHISKEY	
PERFECTA WINE CO.	PERFECTA WINE CO.	26075	REGIMENTAL KENTUCKY BOURBON WHISKEY	750	6	\$145.00	\$42.99	BOURBON	
SOUTHERN GLAZER'S LLC	BACARDI USA, INC	4585	DEWAR'S DOUBLE DBL AGED 21 YR BLENDED	375	6	\$155.08	\$49.99	SCOTCH	
SOUTHERN GLAZER'S LLC	BEAM SUNTORY	44378	CRUZAN BANANA FLV RUM VI	1750	6	\$80.62	\$23.99	RUM	
SOUTHERN GLAZER'S LLC	BEAM SUNTORY	44383	CRUZAN COCONUT FLV RUM PET	1750	6	\$80.62	\$23.99	RUM	
SOUTHERN GLAZER'S LLC	BEAM SUNTORY	44384	CRUZAN DARK PET	1750	6	\$79.30	\$23.99	RUM	
SOUTHERN GLAZER'S LLC	BEAM SUNTORY	44391	CRUZAN MANGO FLV RUM PET	1750	6	\$80.62	\$23.99	RUM	
SOUTHERN GLAZER'S LLC	BEAM SUNTORY	44390	CRUZAN PINEAPPLE FLV RUM PET	1750	6	\$80.62	\$23.99	RUM	
SOUTHERN GLAZER'S LLC	BEAM SUNTORY	44382	CRUZAN WHITE PET	1750	6	\$79.30	\$23.99	RUM	

Broker	Supplier	NABCA #	BCA # Description		Pack	FOB	Retail	Class	Accepted
SOUTHERN GLAZER'S LLC	HEAVEN HILL BRANDS	16377	OLD FITZGERALD BIB 17 YR DECANTER	750	3	\$338.56	\$199.99	BOURBON	
SOUTHERN GLAZER'S LLC	LUXCO, INC.	17566	DAVID NICHOLSON 1843 BOURBON	750	6	\$100.80	\$29.99	BOURBON	
SOUTHERN GLAZER'S LLC	SAZERAC CO., INC.	62475	MEMBER'S MARK SPICY MARGARITA	1750	6	\$33.56	\$12.49	COCKTAILS	
SOUTHERN GLAZER'S LLC	SAZERAC CO., INC.	63209	ORIGINAL CKTL BY HEUBLEIN 1792 MANHATTAN	200	24	\$68.96	\$5.99	COCKTAILS	
SOUTHERN GLAZER'S LLC	SAZERAC CO., INC.	63208	ORIGINAL CKTL BY HEUBLEIN 1792 OLD FSHND	200	24	\$68.74	\$5.99	COCKTAILS	
SOUTHERN GLAZER'S LLC	SAZERAC CO., INC.	63207	ORIGINAL CKTL BY HEUBLEIN DIRTY MARTINI	200	24	\$69.20	\$5.99	COCKTAILS	
SOUTHERN GLAZER'S LLC	SAZERAC CO., INC.	63211	ORIGINAL CKTL BY HEUBLEIN MYERS MAI TAI	200	24	\$69.44	\$5.99	COCKTAILS	
SOUTHERN GLAZER'S LLC	SAZERAC CO., INC.	87697	SOLANA REPOSADO 100% AGAVE TEQUILA	750	6	\$66.00	\$19.99	TEQUILA	
SOUTHERN GLAZER'S LLC	SAZERAC CO., INC	66862	STIRRINGS PEACH FLV LIQUEUR	750	12	\$78.85	\$12.99	CORDIALS	
SOUTHERN GLAZER'S LLC	SAZERAC CO., INC.	66865	STIRRINGS TRIPLE SEC LIQUEUR	750	12	\$78.13	\$12.99	CORDIALS	
SOUTHERN GLAZER'S LLC	SHAW-ROSS INTER IMPORT	87702	CASA DEL SOL ANEJO TEQUILA	750	6	\$332.67	\$99.99	TEQUILA	
SOUTHERN GLAZER'S LLC	SHAW-ROSS INTER IMPORT	87700	CASA DEL SOL BLANCO TEQUILA	750	6	\$199.00	\$59.99	TEQUILA	
SOUTHERN GLAZER'S LLC	SHAW-ROSS INTER IMPORT	87701	CASA DEL SOL REPOSADO TEQUILA	750	6	\$232.67	\$69.99	TEQUILA	
SOUTHERN GLAZER'S LLC	SHAW-ROSS INTER IMPORT	88172	SANTO FINO REPOSADO TEQUILA	750	6	\$164.99	\$49.99	TEQUILA	
SOUTHERN GLAZER'S LLC	TERLATO WINES INT	42110	ANGOSTURA OLD OAK WHITE RUM	750	12	\$124.60	\$18.99	RUM	
SOUTHERN GLAZER'S LLC	TERLATO WINES INT	67085	TIRAMISU LIQUEUR	750	6	\$97.90	\$28.99	CORDIALS	

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail	Class	Accepted
SOUTHERN GLAZER'S LLC	DIAGEO NORTH AMERICA INC	67904	BAILEYS COLADA IRISH CREAM	50	80	\$89.94	\$2.29	CORDIALS	
SOUTHERN GLAZER'S LLC	DIAGEO NORTH AMERICA INC	25479	FABLE & FOLLY 14 YR ORPHAN BRL WHISKEY	750	6	\$507.71	\$149.49	SCOTCH	
SOUTHERN GLAZER'S LLC	MOET HENNESSY USA	6051	GLENMORANGIE GRAND VINTAGE LTD ED SCOTCH	750	1	\$482.75	\$849.99	SCOTCH	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	18310	F. MARION STRAIGHT BOURBON WHISKEY	750	6	\$185.75	\$54.99	BOURBON	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	25180	KING'S TOWN RYE WHISKEY	750	6	\$185.60	\$54.99	WHISKEY	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	77105	SHIRE SHINE APPLE PIE FLV MNSH	750	12	\$148.31	\$21.99	WHISKEY	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	78182	SOUTHERN SECRET STILLPROOF MOONSHINE	750	6	\$142.26	\$43.99	BRANDY	
UNBROKERED	BLUE BARREN	29281	BARREN'S BARRELLED GLENDARRAGH GIN	50	120	\$350.00	\$4.99	GIN	
UNBROKERED	BLUE BARREN	29275	BARREN'S COASTAL MOUNTAINS GIN	50	120	\$350.00	\$4.99	GIN	
UNBROKERED	BLUE BARREN	29273	BARREN'S HOPE'S EDGE GIN	50	120	\$350.00	\$4.99	GIN	
UNBROKERED	BLUE BARREN	29271	BARREN'S LONGFIELD GIN	50	120	\$350.00	\$4.99	GIN	
UNBROKERED	BLUE BARREN	45998	BARREN'S RAGGED MOUNTAIN SPICED FLV RUM	50	120	\$350.00	\$4.99	RUM	
UNBROKERED	BLUE BARREN	45999	BARREN'S WHITE RUM	50	120	\$350.00	\$4.99	RUM	
UNBROKERED	BLUE BARREN	78180	BLUE BARREN'S AMARO DI TRUCIOLO LIQUEUR	375	12	\$394.00	\$54.99	CORDIALS	
UNBROKERED	BLUE BARREN	39171	BLUE BARREN'S BLUEBERRY FLV VODKA	50	120	\$350.00	\$4.99	VODKA	
UNBROKERED	BLUE BARREN	39170	BLUE BARREN'S BLUEBERRY FLV VODKA	750	6	\$125.00	\$34.99	VODKA	

Broker	Supplier	NABCA#	Description Si		Pack	FOB	Retail	Class	Accepted
UNBROKERED	BLUE BARREN	78165	BLUE BARREN'S MYRTEAU BLUEBERRY APERITIF	750	12	\$358.00	\$49.99	CORDIALS	
UNBROKERED	BLUE BARREN	39380	BLUE BARREN'S SUGAR KELP FLV VODKA	50	120	\$350.00	\$4.99	VODKA	
Total New Items - 50					,				

Label Changes for Commission Approval March 8, 2022

Broker	Supplier	Code	Description	Size	Retail	Change	Approved
SOUTHERN GLAZER'S LLC	BEAM SUNTORY	47776	COURVOISIER VSOP 80P	750	\$49.99	LABEL AND BOTTLE CHANGE	
SOUTHERN GLAZER'S LLC	BEAM SUNTORY	47785	COURVOISIER VS 80P	375	\$20.99	LABEL CHANGE	
SOUTHERN GLAZER'S LLC	BEAM SUNTORY	47788	COURVOISIER VS 80P	1750	\$74.99	LABEL AND BOTTLE CHANGE	
SOUTHERN GLAZER'S LLC	BEAM SUNTORY	47786	COURVOISIER VS 80P	750	\$39.99	LABEL AND BOTTLE CHANGE	
SOUTHERN GLAZER'S LLC	BEAM SUNTORY	47806	COURVOISIER XO 80P	750	\$199.99	LABEL AND BOTTLE CHANGE	
SOUTHERN GLAZER'S LLC	PROXIMO SPIRITS, INC.	27605	TIN CUP WHISKEY 84P	750	\$27.99	LABEL CHANGE	
SOUTHERN GLAZER'S LLC	PROXIMO SPIRITS, INC.	26665	TIN CUP MOUNTAIN RYE 90P	750	\$27.99	LABEL CHANGE	

Total Label Changes - 7

VAP and/or Seasonal Listings for Commission Approval March 8, 2022

Broker	Supplier	Code	Description	Size	Pack	Retail	Approved
SOUTHERN GLAZER'S L	MOET HENNESSY USA	101572	HENNESSY VSOP PRIVILEGE MALUMA 2021/GF BX	750	12	\$62.99	
MS WALKER	FIFTH GENERATION INC	38177	TITOS HANDMADE VODKA 80P 25TH ANNIVERSARY LABEL	1000	12	\$26.99	
MS WALKER	FIFTH GENERATION INC	38176	TITOS HANDMADE VODKA 80P 25TH ANNIVERSARY LABEL	750	12	\$21.99	
Total VAPs/Seasonal -	3						

Broker	Vendor	Item #	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed by	Approved
HORIZON BEVERAGE	ADAMBA IMP. INTER. INC	35568	VESICA POTATO VODKA 80P	1.75L	6	\$84.50	\$25.49	\$79.30	\$23.99	(\$5.20)	(\$1.50)	VODKA	Supplier	
HORIZON BEVERAGE	ADAMBA IMP. INTER. INC	35566	VESICA POTATO VODKA 80P	750ML	12	\$97.70	\$15.49	\$67.70	\$11.99	(\$30.00)	(\$3.50)	VODKA	Supplier	
HORIZON BEVERAGE	BROWN FORMAN BEVERAGE	470	JACK DANIELS W/GLS 80P	750ML	6	\$87.78	\$25.99	\$90.81	\$26.99	\$3.03	\$1.00	WHISKEY	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	36578	SVEDKA BLUE RASPBERRY 70P	1.75L	6	\$91.95	\$26.99	\$94.41	\$26.99	\$2.46		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	36576	SVEDKA BLUE RASPBERRY 70P	750ML	12	\$101.08	\$15.49	\$102.43	\$15.49	\$1.35		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	37072	SVEDKA BLUE RASPBERRY 70P	100ML	48	\$52.28	\$2.99	\$54.56	\$2.99	\$2.28		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	36574	SVEDKA BLUE RASPBERRY 70P	50ML	120	\$63.76	\$1.79	\$84.73	\$1.79	\$20.97		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	37302	SVEDKA CHERRY LIMEADE 70P	750ML	12	\$101.08	\$15.49	\$102.43	\$15.49	\$1.35		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	37300	SVEDKA CHERRY LIMEADE 70P	50ML	120	\$63.76	\$1.79	\$84.73	\$1.79	\$20.97		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	34769	SVEDKA CITRON 70P	1.75L	6	\$91.95	\$26.99	\$94.41	\$26.99	\$2.46		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	34840	SVEDKA CITRON 70P	1L	12	\$114.23	\$17.49	\$115.42	\$17.49	\$1.19		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	34839	SVEDKA CITRON 70P	750ML	12	\$101.08	\$15.49	\$102.43	\$15.49	\$1.35		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	34824	SVEDKA CLEMENTINE 70P	1L	12	\$114.23	\$17.49	\$115.42	\$17.49	\$1.19		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	34823	SVEDKA CLEMENTINE 70P	750ML	12	\$101.08	\$15.49	\$102.43	\$15.49	\$1.35		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	36435	SVEDKA CUCUMBER LIME 70P	750ML	12	\$101.08	\$15.49	\$102.43	\$15.49	\$1.35		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	67351	SVEDKA DRAGONFRUIT 60P	1L	12	\$114.23	\$17.49	\$115.82	\$17.49	\$1.59		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	67350	SVEDKA DRAGONFRUIT 60P	750ML	12	\$101.08	\$15.49	\$102.73	\$15.49	\$1.65		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	67353	SVEDKA GINGER LIME 60P	1L	12	\$114.23	\$17.49	\$115.82	\$17.49	\$1.59		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	67353	SVEDKA GINGER LIME 60P	750ML	12	\$101.08	\$15.49	\$102.73	\$15.49	\$1.65		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	36311	SVEDKA GRAPEFRUIT JAL 70P	750ML	12	\$101.08	\$15.49	\$102.43	\$15.49	\$1.35		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	33660	SVEDKA MANGO PINEAPPL 70P	1.75L	6	\$91.95	\$26.99	\$94.41	\$26.99	\$2.46		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	33659	SVEDKA MANGO PINEAPPL 70P	1L	12	\$114.23	\$17.49	\$115.42	\$17.49	\$1.19		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	33658	SVEDKA MANGO PINEAPPL 70P	750ML	12	\$101.08	\$15.49	\$102.43	\$15.49	\$1.35		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	37074	SVEDKA MANGO PINEAPPL 70P	100ML	48	\$52.28	\$2.99	\$54.56	\$2.99	\$2.28		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	33656	SVEDKA MANGO PINEAPPL 70P	50ML	120	\$63.76	\$1.79	\$84.73	\$1.79	\$20.97		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	33569	SVEDKA PEACH 70P	1.75L	6	\$91.95	\$26.99	\$94.41	\$26.99	\$2.46		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	33567	SVEDKA PEACH 70P	750ML	12	\$101.08	\$15.49	\$102.43	\$15.49	\$1.35		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	33565	SVEDKA PEACH 70P	50ML	120	\$63.76	\$1.79	\$84.73	\$1.79	\$20.97		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	35245	SVEDKA RASPBERRY 70P	1.75L	6	\$91.95	\$26.99	\$94.41	\$26.99	\$2.46		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	34813	SVEDKA RASPBERRY 70P	1L	12	\$114.23	\$17.49	\$115.42	\$17.49	\$1.19		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	34812	SVEDKA RASPBERRY 70P	750ML	12	\$101.08	\$15.49	\$102.43	\$15.49	\$1.35		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	37010	SVEDKA ROSE 60P	50ML	120	\$63.76	\$1.79	\$84.94	\$1.79	\$21.18		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	33665	SVEDKA STRAW LEMONADE 70P	1.75L	6	\$91.95	\$26.99	\$94.41	\$26.99	\$2.46		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	33664	SVEDKA STRAW LEMONADE 70P	1L	12	\$114.23	\$17.49	\$115.42	\$17.49	\$1.19		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	33663	SVEDKA STRAW LEMONADE 70P	750ML	12	\$101.08	\$15.49	\$102.43	\$15.49	\$1.35		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	37078	SVEDKA STRAW LEMONADE 70P	100ML	48	\$52.28	\$2.99	\$54.56	\$2.99	\$2.28		VODKA	Supplier	

Broker	Vendor	Item#	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed by	Approved
HORIZON BEVERAGE	CONSTELLATION BRANDS	33661	SVEDKA STRAW LEMONADE 70P	50ML	120	\$63.76	\$1.79	\$84.73	\$1.79	\$20.97		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	67358	SVEDKA STRAWBERRY GUA 60P	1L	12	\$114.23	\$17.49	\$115.82	\$17.49	\$1.59		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	67357	SVEDKA STRAWBERRY GUA 60P	750ML	12	\$101.08	\$15.49	\$102.73	\$15.49	\$1.65		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	34821	SVEDKA VODKA 80P	1.75L	6	\$91.75	\$26.99	\$94.06	\$26.99	\$2.31		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	34819	SVEDKA VODKA 80P	1L	12	\$114.00	\$17.49	\$115.02	\$17.49	\$1.02		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	34820	SVEDKA VODKA 80P	750ML	12	\$100.92	\$15.49	\$102.14	\$15.49	\$1.22		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	34818	SVEDKA VODKA 80P	50ML	120	\$63.56	\$1.79	\$84.54	\$1.79	\$20.98		VODKA	Supplier	
HORIZON BEVERAGE	CONSTELLATION BRANDS	35435	SVEDKA VODKA TRAVLR 80P	750ML	12	\$100.92	\$15.49	\$102.14	\$15.49	\$1.22		VODKA	Supplier	
HORIZON BEVERAGE	DISARONNO INTERNATIONAL	64138	DISARONNO AMARETTO 56P	1.75L	6	\$187.00	\$52.99	\$203.65	\$57.99	\$16.65	\$5.00	CORDIALS	Supplier	
HORIZON BEVERAGE	DISARONNO INTERNATIONAL	64136	DISARONNO AMARETTO 56P	750ML	. 12	\$202.20	\$29.99	\$220.10	\$32.99	\$17.90	\$3.00	CORDIALS	Supplier	
HORIZON BEVERAGE	DISARONNO INTERNATIONAL	64135	DISARONNO AMARETTO 56P	375ML	12	\$106.36	\$16.99	\$116.07	\$18.99	\$9.71	\$2.00	CORDIALS	Supplier	
HORIZON BEVERAGE	SAZERAC CO., INC.	71886	AMARETTO E DOLCE 42P	750ML	12	\$60.24	\$11.49	\$49.15	\$9.99	(\$11.09)	(\$1.50)	CORDIALS	Supplier	
HORIZON BEVERAGE	SAZERAC CO., INC.	80826	ICE BLUE ARTIC MINT 101P	750ML	12	\$110.10	\$16.49	\$106.43	\$15.99	(\$3.67)	(\$0.50)	CORDIALS	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	43636	DIPLOMATICO MANTUANO 80P	750ML	6	\$105.30	\$31.99	\$107.05	\$32.99	\$1.75	\$1.00	RUM	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	43638	DIPLOMATICO PLANAS 94P	750ML	6	\$105.30	\$31.99	\$107.05	\$32.99	\$1.75	\$1.00	RUM	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	39918	NEW AMSTERDAM APPLE 70P	750ML	12	\$57.50	\$10.99	\$57.70	\$10.99	\$0.20		VODKA	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	36968	NEW AMSTERDAM FLASK 80P	375ML	24	\$75.38	\$6.99	\$113.02	\$8.99	\$37.64	\$2.00	VODKA	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	39382	NEW AMSTERDAM PINK WH 60P	375ML	24	\$75.97	\$6.99	\$113.02	\$8.99	\$37.05	\$2.00	VODKA	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	37385	NEW AMSTERDAM VODKA 80P	375ML	24	\$75.38	\$6.99	\$113.02	\$8.99	\$37.64	\$2.00	VODKA	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	101163	RUMCHATA W/2-100ML	750ML	6	\$94.67	\$27.99	\$101.40	\$29.99	\$6.73	\$2.00	CORDIALS	Supplier	
MARTIGNETTI	EDRINGTON AMERICAS	4938	FAMOUS GROUSE 80P	1.75L	6	\$151.84	\$43.99	\$155.25	\$44.99	\$3.41	\$1.00	SCOTCH	Supplier	
MARTIGNETTI	EDRINGTON AMERICAS	4936	FAMOUS GROUSE 80P	750ML	12	\$162.20	\$23.99	\$166.00	\$24.99	\$3.80	\$1.00	SCOTCH	Supplier	
MARTIGNETTI	EDRINGTON AMERICAS	5195	FAMOUS GROUSE SMOKEY 80P	750ML	12	\$196.30	\$28.99	\$203.00	\$29.99	\$6.70	\$1.00	SCOTCH	Supplier	
MARTIGNETTI	EDRINGTON AMERICAS	5735	GLENROTHES 18Y SPEYSI 86P	750ML	6	\$510.50	\$149.99	\$595.00	\$174.99	\$84.50	\$25.00	SCOTCH	Supplier	
MARTIGNETTI	EDRINGTON AMERICAS	5613	HIGHLAND PARK MALT 18 86P	750ML	6	\$510.63	\$149.99	\$561.77	\$164.99	\$51.14	\$15.00	SCOTCH	Supplier	
MARTIGNETTI	EDRINGTON AMERICAS	86912	NOBLE OAK BOURBON 90P	750ML	6	\$117.87	\$34.99	\$124.65	\$36.99	\$6.78	\$2.00	BOURBON	Supplier	
MARTIGNETTI	EDRINGTON AMERICAS	86979	NOBLE OAK RYE 96P	750ML	6	\$124.60	\$36.99	\$141.56	\$41.99	\$16.96	\$5.00	WHISKEY	Supplier	
MARTIGNETTI	LATITUDE BEVERAGE CO.	22056	WHEEL HORSE ORIG 101.5P	750ML	6	\$94.06	\$27.99	\$100.84	\$29.99	\$6.78	\$2.00	BOURBON	Supplier	
MARTIGNETTI	LATITUDE BEVERAGE CO.	26503	WHEEL HORSE RYE 101P	750ML	6	\$94.06	\$27.99	\$100.84	\$29.99	\$6.78	\$2.00	WHISKEY	Supplier	
MARTIGNETTI	MARTIGNETTI	67200	CASA DARISTI HONEY 60P	750ML	12	\$184.00	\$27.49	\$236.30	\$35.49	\$52.30	\$8.00	CORDIALS	Supplier	
MARTIGNETTI	MARTIGNETTI	34598	LUKSUSOWA POTATO VODK 80P	1.75L	6	\$95.30	\$27.49	\$98.93	\$27.99	\$3.63	\$0.50	VODKA	Supplier	
MARTIGNETTI	MHW, LTD	42776	BARBANCOURT RSV 15Y 86P	750ML	12	\$316.81	\$47.99	\$330.07	\$49.99	\$13.26	\$2.00	RUM	Supplier	
MARTIGNETTI	MHW, LTD	42780	BARBANCOURT WHITE 86P	750ML	12	\$104.62	\$15.99	\$111.29	\$16.99	\$6.67	\$1.00	RUM	Supplier	
MARTIGNETTI	MHW, LTD	42796	BARBANCRT 5 STR 8YR 86P	750ML	12	\$184.22	\$27.99	\$190.85	\$28.99	\$6.63	\$1.00	RUM	Supplier	
MARTIGNETTI	PRESTIGE WINE&SPIRITS	100138	MEMBERS MARK SCOTCH 80P	1.75L	6	\$85.56	\$25.49	\$84.22	\$24.99	(\$1.34)	(\$0.50)	SCOTCH	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	4695	BRUICH ISLAY BARLEY 100P	750ML	6	\$227.52	\$66.99	\$261.64	\$76.99	\$34.12	\$10.00	SCOTCH	Supplier	

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MARTIGNETTI	REMY AMERIQUE INC	4582	BRUICHLADDICH BERE 100P	750ML	6	\$340.05	\$99.99	\$357.11	\$104.99	\$17.06	\$5.00	SCOTCH	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	5788	BRUICHLADDICH PC10 100P	750ML	6	\$237.79	\$69.99	\$254.82	\$74.99	\$17.03	\$5.00	SCOTCH	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	64779	COINTREAU 80P	1L	6	\$165.20	\$48.99	\$175.36	\$51.99	\$10.16	\$3.00	CORDIALS	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	64776	COINTREAU 80P	750ML	12	\$269.70	\$39.99	\$283.40	\$41.99	\$13.70	\$2.00	CORDIALS	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	64774	COINTREAU 80P	375ML	24	\$311.20	\$24.99	\$325.44	\$25.99	\$14.24	\$1.00	CORDIALS	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	64775	COINTREAU NOIR 80P	750ML	6	\$141.66	\$41.99	\$151.86	\$44.99	\$10.20	\$3.00	CORDIALS	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	65906	METAXA 5 STAR 76P	750ML	12	\$144.10	\$22.49	\$148.76	\$22.99	\$4.66	\$0.50	BRANDY	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	65936	METAXA 7 STAR 80P	750ML	12	\$174.49	\$26.99	\$181.31	\$27.99	\$6.82	\$1.00	BRANDY	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	65896	METAXA OUZO 80P	750ML	12	\$157.92	\$23.99	\$164.28	\$24.49	\$6.36	\$0.50	CORDIALS	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	49086	REMY MARTIN 1738 ARC 80P	750ML	6	\$192.65	\$57.99	\$206.00	\$61.99	\$13.35	\$4.00	COGNAC	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	48725	REMY MARTIN LS XIII 80P	750ML	1	\$2,166.54	\$3,899.99	\$2,305.44	\$4,149.99	\$138.90	\$250.00	COGNAC	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	49180	REMY MARTIN VSOP 80P	375ML	12	\$171.10	\$27.49	\$180.62	\$28.99	\$9.52	\$1.50	COGNAC	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	49185	REMY MARTIN VSOP FLSK 80P	375ML	12	\$171.10	\$27.49	\$180.62	\$28.99	\$9.52	\$1.50	COGNAC	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	50676	ST REMY XO AUTHENTIC 80P	750ML	12	\$135.66	\$20.99	\$142.18	\$21.99	\$6.52	\$1.00	BRANDY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	4796	CUTTY SARK 80P	750ML	12	\$128.19	\$18.99	\$135.00	\$19.99	\$6.81	\$1.00	SCOTCH	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	4797	CUTTY SARK 80P	1L	12	\$175.40	\$25.99	\$168.50	\$24.99	(\$6.90)	(\$1.00)	SCOTCH	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	4800	CUTTY SARK PROH BLND 100P	750ML	6	\$74.15	\$21.99	\$84.38	\$24.99	\$10.23	\$3.00	SCOTCH	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	4959	GLEN MORAY 12 YR 80P	750ML	6	\$118.50	\$34.99	\$135.65	\$39.99	\$17.15	\$5.00	SCOTCH	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	5885	GLEN MORAY CABERNET 80P	750ML	6	\$97.00	\$28.99	\$108.40	\$31.99	\$11.40	\$3.00	SCOTCH	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	4955	GLEN MORAY PORT CASK 80P	750ML	6	\$97.00	\$28.99	\$108.40	\$31.99	\$11.40	\$3.00	SCOTCH	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	5669	GLEN MORAY SHERRY CAS 80P	750ML	6	\$97.00	\$28.99	\$108.40	\$31.99	\$11.40	\$3.00	SCOTCH	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	11020	LOT 40 CANADIAN WHISK 86P	750ML	6	\$152.56	\$46.99	\$129.73	\$39.99	(\$22.83)	(\$7.00)	CANADIAN WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	11218	PIKE CREEK 84P	750ML	6	\$119.97	\$36.99	\$97.14	\$29.99	(\$22.83)	(\$7.00)	CANADIAN WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	87920	TROMBA ANEJO TEQUILA 80P	750ML	6	\$176.00	\$52.99	\$216.00	\$64.99	\$40.00	\$12.00	TEQUILA	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	87922	TROMBA BLANCO TEQUILA 80P	750ML	6	\$115.75	\$34.99	\$132.65	\$39.99	\$16.90	\$5.00	TEQUILA	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	87923	TROMBA REPOSADO TEQ 80P	750ML	6	\$132.50	\$39.99	\$149.30	\$44.99	\$16.80	\$5.00	TEQUILA	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	28910	UNGAVA GIN 86.2P	750ML	6	\$131.10	\$39.99	\$98.19	\$29.99	(\$32.91)	(\$10.00)	GIN	Supplier	
MARTIGNETTI	WILLIAM GRANT&SONS INC.	89585	MILAGRO REPOSADO 80P	1.75L	6	\$192.61	\$55.99	\$196.08	\$56.99	\$3.47	\$1.00	TEQUILA	Supplier	
MARTIGNETTI	WILLIAM GRANT&SONS INC.	88118	MILAGRO TEQ SILVER 80P	1.75L	6	\$192.61	\$55.99	\$196.08	\$56.99	\$3.47	\$1.00	TEQUILA	Supplier	
MS WALKER	FIFTH GENERATION INC	38177	TITOS HANDMADE VODKA 80P	1L	12	\$182.24	\$26.99	\$189.10	\$27.99	\$6.86	\$1.00	VODKA	Supplier	
MS WALKER	FIFTH GENERATION INC	38174	TITOS HANDMADE VODKA 80P	375ML	12	\$69.21	\$10.99	\$75.55	\$11.99	\$6.34	\$1.00	VODKA	Supplier	
MS WALKER	M.S. WALKER, INC.	73150	CHOCOLAT LIQUEUR 30P	750ML	12	\$94.36	\$13.99	\$114.74	\$16.99	\$20.38	\$3.00	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	28502	GARNISH ISLAND GIN 92P	750ML	6	\$84.96	\$25.99	\$91.55	\$27.99	\$6.59	\$2.00	GIN	Supplier	
MS WALKER	M.S. WALKER, INC.	28514	GIN LANE 1751 LONDON 80P	750ML	6	\$94.95	\$28.99	\$98.24	\$29.99	\$3.29	\$1.00	GIN	Supplier	
MS WALKER	M.S. WALKER, INC.	31133	GRAINGERS ORGANIC 80P	1L	12	\$105.09	\$16.49	\$127.74	\$18.99	\$22.65	\$2.50	VODKA	Supplier	
MS WALKER	M.S. WALKER, INC.	31134	GRAINGERS ORGANIC 80P	1.75L	6	\$89.14	\$25.99	\$98.93	\$27.99	\$9.79	\$2.00	VODKA	Supplier	

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MS WALKER	M.S. WALKER, INC.	31132	GRAINGERS ORGANIC 80P	750ML	12	\$102.14	\$15.49	\$114.55	\$16.99	\$12.41	\$1.50	VODKA	Supplier	
MS WALKER	M.S. WALKER, INC.	15670	JOHN L SULLIVAN IRISH 80P	750ML	6	\$81.31	\$24.99	\$84.59	\$25.99	\$3.28	\$1.00	IRISH WHISKEY	Supplier	
MS WALKER	M.S. WALKER, INC.	88077	MEZCALES DE DURANGO 94P	750ML	6	\$285.89	\$85.99	\$315.89	\$94.99	\$30.00	\$9.00	MEZCAL	Supplier	
MS WALKER	M.S. WALKER, INC.	88305	PELOTON MUERTE MEZCAL 82P	1L	6	\$115.76	\$34.99	\$122.43	\$36.99	\$6.67	\$2.00	MEZCAL	Supplier	
MS WALKER	M.S. WALKER, INC.	88322	PELOTON MUERTE MEZCAL 82P	750ML	12	\$198.64	\$29.99	\$205.31	\$30.99	\$6.67	\$1.00	MEZCAL	Supplier	
MS WALKER	M.S. WALKER, INC.	28780	RIGHT SWEDEN GIN 94P	750ML	6	\$91.53	\$27.99	\$121.20	\$36.99	\$29.67	\$9.00	GIN	Supplier	
MS WALKER	M.S. WALKER, INC.	15902	WEST CORK 8Y SMALL 80P	750ML	6	\$127.21	\$38.99	\$130.49	\$39.99	\$3.28	\$1.00	IRISH WHISKEY	Supplier	
MS WALKER	M.S. WALKER, INC.	15935	WEST CORK IRISH WHISK 80P	750ML	6	\$84.57	\$25.99	\$91.15	\$27.99	\$6.58	\$2.00	IRISH WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	16843	BIRD DOG 84P	750ML	6	\$67.09	\$19.99	\$77.26	\$22.99	\$10.17	\$3.00	BOURBON	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	16846	BIRD DOG 7YR 88P	750ML	6	\$84.00	\$24.99	\$94.17	\$27.99	\$10.17	\$3.00	BOURBON	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	27697	BIRD DOG APPLE WHISKY 80P	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	26765	BIRD DOG BLACK CHERRY 80P	750ML	6	\$60.33	\$17.99	\$70.51	\$20.99	\$10.18	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	101121	BIRD DOG BLACKBE/2-50 80P	750ML	6	\$58.66	\$17.99	\$70.51	\$20.99	\$11.85	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	27474	BIRD DOG BLACKBERRY 80P	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	100760	BIRD DOG BLK BR2/50ML 80P	750ML	6	\$58.66	\$17.99	\$70.51	\$20.99	\$11.85	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	101106	BIRD DOG CHERRY 2 50M 80P	750ML	6	\$58.66	\$17.99	\$70.51	\$20.99	\$11.85	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	27707	BIRD DOG CHOC WHISKEY 80P	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	27425	BIRD DOG CINNAMON WHS 80P	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	27814	BIRD DOG JAL HONEY 80P	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	22897	BIRD DOG KENT BLENDED 80P	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	27417	BIRD DOG MAPLE WHSKEY 80P	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	100762	BIRD DOG PEAC W2-50ML 80P	750ML	6	\$58.66	\$17.99	\$70.51	\$20.99	\$11.85	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	101123	BIRD DOG PEACH /2-50M 80P	750ML	6	\$58.66	\$17.99	\$70.51	\$20.99	\$11.85	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	27433	BIRD DOG PEACH WHSKEY 80P	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	26432	BIRD DOG PEANUT BUTTE 80P	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	27898	BIRD DOG RR GR FRUIT 80	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	26362	BIRD DOG SALTED CAR 80P	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	27920	BIRD DOG STRAWBERRY 80P	750ML	6	\$60.34	\$17.99	\$70.51	\$20.99	\$10.17	\$3.00	WHISKEY	Supplier	
SOUTHERN GLAZER'S LL	BACARDI USA, INC	16567	ANGELS ENVY CASK STR 119P	750ML	3	\$338.47	\$199.99	\$389.32	\$229.99	\$50.85	\$30.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	BACARDI USA, INC	28238	BOMBAY SAPPHIRE 94P	1.75L	6	\$135.20	\$39.99	\$142.13	\$41.99	\$6.93	\$2.00	GIN	Supplier	
SOUTHERN GLAZER'S LL	BACARDI USA, INC	43358	CASTILLO GOLD 80P	1.75L	6	\$54.70	\$18.99	\$59.62	\$19.99	\$4.92	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	BACARDI USA, INC	43388	CASTILLO SILVER 80P	1.75L	6	\$54.70	\$18.99	\$59.62	\$19.99	\$4.92	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	BACARDI USA, INC	87306	CAZADORES BLANCO 80P	750ML	12	\$165.34	\$24.99	\$185.34	\$27.99	\$20.00	\$3.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	BACARDI USA, INC	89121	CAZADORES REPOSADO 80P	750ML	12	\$165.34	\$24.99	\$185.34	\$27.99	\$20.00	\$3.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	BEAM SUNTORY	89846	TRES GEN ANEJO 80P	750ML	6	\$149.33	\$44.99	\$166.00	\$49.99	\$16.67	\$5.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	BEAM SUNTORY	87874	TRES GEN CRISTALINO 80P	750ML	6	\$166.00	\$49.99	\$216.00	\$64.99	\$50.00	\$15.00	TEQUILA	Supplier	

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SOUTHERN GLAZER'S LL	BEAM SUNTORY	88566	TRES GEN PLATA 80P	750ML	6	\$132.67	\$39.99	\$149.33	\$44.99	\$16.66	\$5.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	BEAM SUNTORY	88570	TRES GEN REPOSADO 80P	750ML	6	\$132.64	\$39.99	\$149.33	\$44.99	\$16.69	\$5.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64121	ANCHO REYES CHILE LQR 80P	750ML	6	\$111.16	\$32.99	\$114.58	\$33.99	\$3.42	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64123	ANCHO REYES VERDE 80P	750ML	6	\$111.16	\$32.99	\$114.58	\$33.99	\$3.42	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64147	APEROL 22P	750ML	6	\$91.34	\$26.99	\$94.73	\$27.99	\$3.39	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64105	APEROL LIQUEUR 22P	375ML	12	\$106.63	\$16.99	\$109.71	\$17.49	\$3.08	\$0.50	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	43797	APPLETON ESTATE SIG 80P	750ML	12	\$144.45	\$21.99	\$151.17	\$22.99	\$6.72	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	43801	APPLETON RESERVE 8Y 86P	750ML	6	\$92.11	\$27.99	\$95.42	\$28.99	\$3.31	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64250	AVERNA AMARO LIQUER 58P	750ML	6	\$111.37	\$32.99	\$114.76	\$33.99	\$3.39	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64176	BRAULIO BORMIO AMARAO 42P	1L	6	\$162.24	\$47.99	\$165.63	\$48.99	\$3.39	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	28370	BULLDOG GIN 80P	750ML	6	\$91.61	\$27.99	\$94.95	\$28.99	\$3.34	\$1.00	GIN	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	89136	CABO WABO ANEJO TEQ 80P	750ML	6	\$152.62	\$45.99	\$156.00	\$46.99	\$3.38	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	87250	CABO WABO BLANCO TEQ 80P	750ML	6	\$119.29	\$35.99	\$122.67	\$36.99	\$3.38	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	89139	CABO WABO REPOSADO 80P	750ML	6	\$135.96	\$40.99	\$139.33	\$41.99	\$3.37	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64636	CAMPARI APERITIVO 48P	750ML	12	\$222.92	\$32.99	\$229.70	\$33.99	\$6.78	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64634	CAMPARI APERITIVO 48P	375ML	12	\$112.71	\$17.99	\$115.79	\$18.49	\$3.08	\$0.50	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64815	CYNAR 70 LIQUEUR 70P	1L	6	\$128.02	\$37.99	\$131.41	\$38.99	\$3.39	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64790	CYNAR LIQUEUR 33P	1L	12	\$202.64	\$29.99	\$209.42	\$30.99	\$6.78	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	89519	ESPOLON ANEJO TEQUILA 80P	750ML	6	\$126.00	\$37.99	\$129.33	\$38.99	\$3.33	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	87623	ESPOLON BLANCO TEQ 80P	1.75L	6	\$189.14	\$54.99	\$196.08	\$56.99	\$6.94	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	87619	ESPOLON BLANCO TEQ 80P	750ML	12	\$198.67	\$29.99	\$212.01	\$31.99	\$13.34	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	87615	ESPOLON BLANCO TEQ 80P	375ML	12	\$104.54	\$16.99	\$107.57	\$17.49	\$3.03	\$0.50	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	88980	ESPOLON REPOSADO 80P	1.75L	6	\$189.14	\$54.99	\$196.08	\$56.99	\$6.94	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	89286	ESPOLON REPOSADO TEQ 80P	750ML	12	\$198.67	\$29.99	\$212.01	\$31.99	\$13.34	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	88459	ESPOLON RESPOSADO TEQ 80P	375ML	12	\$104.54	\$16.99	\$107.57	\$17.49	\$3.03	\$0.50	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	10890	FORTY CREEK BARRL SEL 80P	750ML	12	\$154.50	\$22.99	\$155.22	\$23.99	\$0.72	\$1.00	WHISKEY	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64998	FRANGELICO 40P	1.75L	6	\$180.24	\$50.99	\$187.34	\$52.99	\$7.10	\$2.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64997	FRANGELICO 40P	1L	12	\$249.95	\$36.99	\$256.73	\$37.99	\$6.78	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	64996	FRANGELICO 40P	750ML	12	\$202.71	\$29.99	\$209.49	\$30.99	\$6.78	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	5201	GLEN GRANT 12Y ROTHES 86P	750ML	6	\$166.31	\$48.99	\$169.72	\$49.99	\$3.41	\$1.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	65128	GRAND MARNIER 80P	1.75L	6	\$282.34	\$79.99	\$289.48	\$81.99	\$7.14	\$2.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	65126	GRAND MARNIER 80P	750ML	12	\$262.97	\$38.99	\$269.84	\$39.99	\$6.87	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	65125	GRAND MARNIER 80P	375ML	12	\$124.96	\$19.99	\$128.11	\$20.49	\$3.15	\$0.50	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	65121	GRAND MARNIER 80P	50ML	120	\$237.28	\$3.79	\$250.46	\$3.99	\$13.18	\$0.20	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	65090	GRAND MARNIER 100 YR 80P	750ML	6	\$643.36	\$189.99	\$650.17	\$191.99	\$6.81	\$2.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	65127	GRAND MARNIER CRD RGE 80P	1L	6	\$157.37	\$46.99	\$161.81	\$47.99	\$4.44	\$1.00	CORDIALS	Supplier	

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SOUTHERN GLAZER'S LL	CAMPARI AMERICA	101432	GRAND MARNIER W/FLUTE 80P	750ML	6	\$131.49	\$38.99	\$134.92	\$39.99	\$3.43	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	88104	MONTELOBOS MEZCAL 86P	750ML	6	\$132.59	\$39.99	\$139.28	\$41.99	\$6.69	\$2.00	MEZCAL	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	66086	OUZO 12 80P	750ML	12	\$127.38	\$18.99	\$134.24	\$19.99	\$6.86	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22184	RUSSELLS RESERVE 13Y 115P	750ML	6	\$236.32	\$69.99	\$243.10	\$71.99	\$6.78	\$2.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22178	RUSSELLS RESERVE 1B 110P	750ML	6	\$192.29	\$56.99	\$195.68	\$57.99	\$3.39	\$1.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	39856	SKYY INF BART PEAR 70P	750ML	12	\$114.61	\$16.99	\$121.54	\$17.99	\$6.93	\$1.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	40831	SKYY INF BLOOD ORANGE 70P	750ML	12	\$114.61	\$16.99	\$121.54	\$17.99	\$6.93	\$1.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	40800	SKYY INF CHERRY 70P	750ML	12	\$114.61	\$16.99	\$121.54	\$17.99	\$6.93	\$1.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	40802	SKYY INF CITRUS 70P	1.75L	6	\$99.08	\$27.99	\$106.33	\$29.99	\$7.25	\$2.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	40804	SKYY INF CITRUS 70P	750ML	12	\$114.61	\$16.99	\$121.54	\$17.99	\$6.93	\$1.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	40232	SKYY INF GEORGIA PEACH70P	750ML	12	\$114.61	\$16.99	\$121.54	\$17.99	\$6.93	\$1.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	40821	SKYY INF PINEAPPLE 70P	750ML	12	\$114.61	\$16.99	\$121.54	\$17.99	\$6.93	\$1.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	40813	SKYY INF RASPBERRY 70P	750ML	12	\$114.61	\$16.99	\$121.54	\$17.99	\$6.93	\$1.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	36749	SKYY INF WATERMELON 70P	750ML	12	\$114.61	\$16.99	\$121.54	\$17.99	\$6.93	\$1.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	40465	SKYY INF WILD STRWBRY 70P	750ML	12	\$114.61	\$16.99	\$121.54	\$17.99	\$6.93	\$1.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	37988	SKYY VODKA 80P	1.75L	6	\$98.87	\$27.99	\$106.12	\$29.99	\$7.25	\$2.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	37987	SKYY VODKA 80P	1L	12	\$134.45	\$19.99	\$141.37	\$20.99	\$6.92	\$1.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	37986	SKYY VODKA 80P	750ML	12	\$114.47	\$16.99	\$121.37	\$17.99	\$6.90	\$1.00	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	37984	SKYY VODKA 80P	375ML	12	\$56.44	\$8.99	\$59.62	\$9.49	\$3.18	\$0.50	VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	37982	SKYY VODKA 80P	50ML	120	\$94.40	\$1.99	\$105.19	\$1.99	\$10.79		VODKA	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22123	WILD TURKEY 81P	1.75L	6	\$139.48	\$39.99	\$146.58	\$41.99	\$7.10	\$2.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22121	WILD TURKEY 81P	750ML	12	\$147.66	\$21.99	\$161.35	\$23.99	\$13.69	\$2.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22122	WILD TURKEY 81P	1L	12	\$181.15	\$26.99	\$188.01	\$27.99	\$6.86	\$1.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22157	WILD TURKEY 101 101P	1L	12	\$207.79	\$30.99	\$214.68	\$31.99	\$6.89	\$1.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22156	WILD TURKEY 101 101P	750ML	12	\$174.50	\$25.99	\$181.35	\$26.99	\$6.85	\$1.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22166	WILD TURKEY 101 PET 101P	750ML	12	\$174.50	\$25.99	\$181.35	\$26.99	\$6.85	\$1.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	27117	WILD TURKEY 101 RYE 101P	1L	6	\$100.56	\$29.99	\$107.34	\$31.99	\$6.78	\$2.00	WHISKEY	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22158	WILD TURKEY 8 YR 101P	1.75L	6	\$163.75	\$46.99	\$170.88	\$48.99	\$7.13	\$2.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22154	WILD TURKEY 8 YR 101P	375ML	12	\$83.93	\$13.49	\$87.17	\$13.99	\$3.24	\$0.50	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	77776	WILD TURKEY AM HONEY 71P	750ML	12	\$134.30	\$19.99	\$141.17	\$20.99	\$6.87	\$1.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	77768	WILD TURKEY HNY STING 71P	750ML	12	\$134.40	\$19.99	\$141.17	\$20.99	\$6.77	\$1.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	21946	WILD TURKEY KENT. SP 101P	750ML	6	\$171.99	\$50.99	\$185.59	\$54.99	\$13.60	\$4.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22102	WILD TURKEY LONGBRANC 86P	750ML	6	\$134.80	\$39.99	\$141.65	\$41.99	\$6.85	\$2.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22199	WILD TURKEY R BREED112.8P	750ML	6	\$168.46	\$49.99	\$175.29	\$51.99	\$6.83	\$2.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	22175	WILD TURKEY RUS RS 90P	750ML	6	\$117.82	\$34.99	\$124.66	\$36.99	\$6.84	\$2.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	CAMPARI AMERICA	42307	WRAY & NEPHEW OP 126P	1L	12	\$196.13	\$29.99	\$202.76	\$30.99	\$6.63	\$1.00	RUM	Supplier	

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SOUTHERN GLAZER'S LL	CAMPARI AMERICA	67192	X-RATED FUSION LIQUEU 34P	750ML	6	\$91.23	\$26.99	\$94.62	\$27.99	\$3.39	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	27026	BULLEIT 95 RYE 90P	1L	12	\$248.83	\$36.99	\$255.61	\$37.99	\$6.78	\$1.00	WHISKEY	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	17087	BULLEIT BOURBON 90P	1L	12	\$248.83	\$36.99	\$255.61	\$37.99	\$6.78	\$1.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	11297	CROWN ROYAL 80P	1L	12	\$226.47	\$34.99	\$233.05	\$35.99	\$6.58	\$1.00	CANADIAN WHISKEY	/ Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	10808	CROWN ROYAL REG APPLE 70P	1L	12	\$226.75	\$34.99	\$233.05	\$35.99	\$6.30	\$1.00	CANADIAN WHISKEY	/ Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	10792	CROWN ROYAL VANILLA 70P	1L	12	\$226.75	\$34.99	\$233.05	\$35.99	\$6.30	\$1.00	CANADIAN WHISKEY	/ Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	88693	DON JULIO 1942 GOLD 80P	1.75L	4	\$692.57	\$299.99	\$808.17	\$349.99	\$115.60	\$50.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	89200	DON JULIO 70TH ANVSRY 80P	750ML	6	\$222.63	\$66.99	\$232.67	\$69.99	\$10.04	\$3.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC		DON JULIO ANEJO 80P	1.75L	3	\$169.14	\$97.99	\$207.29	\$119.99	\$38.15	\$22.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	89164	DON JULIO ANEJO 1942 80P	750ML	6	\$465.97	\$139.99	\$566.00	\$169.99	\$100.03	\$30.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	87483	DON JULIO BLANCO 80P	1.75L	3	\$163.93	\$94.99	\$189.94	\$109.99	\$26.01	\$15.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	87485	DON JULIO BLANCO 80P	750ML	6	\$182.67	\$54.99	\$189.33	\$56.99	\$6.66	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	88163	DON JULIO PRIMAVERA 80P	750ML	6	\$432.59	\$129.99	\$499.33	\$149.99	\$66.74	\$20.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	5242	JOHNNIE WALKER 18Y 80P	750ML	6	\$289.06	\$84.99	\$306.14	\$89.99	\$17.08	\$5.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	5327	JOHNNIE WALKER BLK 12Y80P	1L	12	\$311.83	\$45.99	\$318.65	\$46.99	\$6.82	\$1.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	5368	JOHNNIE WALKER BLUE 80P	1.75L	3	\$609.63	\$349.99	\$661.98	\$379.99	\$52.35	\$30.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	5329	JOHNNIE WALKER BLUE 80P	750ML	6	\$766.33	\$224.99	\$817.50	\$239.99	\$51.17	\$15.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	5316	JOHNNIE WALKER GOLD R 80P	750ML	6	\$220.88	\$64.99	\$255.00	\$74.99	\$34.12	\$10.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	DIAGEO NORTH AMERICA INC	866	JOHNNIE WALKER W/GLS 80P	750ML	3	\$383.16	\$224.99	\$408.75	\$239.99	\$25.59	\$15.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	HEAVEN HILL BRANDS	17913	ELIJAH CRAIG TOASTED 94P	750ML	6	\$168.70	\$49.99	\$185.65	\$54.99	\$16.95	\$5.00	WHISKEY	Supplier	
SOUTHERN GLAZER'S LL	HEAVEN HILL BRANDS	18120	EVAN WILLIAMS SNG BRL 86P	750ML	6	\$100.92	\$29.99	\$117.91	\$34.99	\$16.99	\$5.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	HEAVEN HILL BRANDS	76478	PAMA POMEGRANATE LIQU 34P	750ML	6	\$67.51	\$19.99	\$74.24	\$21.99	\$6.73	\$2.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	LUXCO, INC.	89178	EL MAYOR ANEJO 80P	750ML	6	\$132.66	\$39.99	\$139.32	\$41.99	\$6.66	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	LUXCO, INC.	87596	EL MAYOR BLANCO 80P	750ML	6	\$92.63	\$27.99	\$96.00	\$28.99	\$3.37	\$1.00	TEQUILA	Supplier	
	LUXCO, INC.		EVERCLEAR ALCOHOL 151P	1.75L	6	\$118.56	\$39.99	\$124.62	\$41.99	\$6.06	\$2.00	GRAIN ALCOHOL	Supplier	
SOUTHERN GLAZER'S LL	(LUXCO, INC.	41846	EVERCLEAR ALCOHOL 151P	750ML	12	\$137.09	\$22.99	\$143.18	\$23.99	\$6.09	\$1.00	GRAIN ALCOHOL	Supplier	
SOUTHERN GLAZER'S LL	(LUXCO, INC.	41838	EVERCLEAR ALCOHOL 190P	1.75L	6	\$123.94	\$41.99	\$126.96	\$42.99	\$3.02	\$1.00	GRAIN ALCOHOL	Supplier	
SOUTHERN GLAZER'S LL	(LUXCO, INC.	18198	EZRA BROOKS BOURBON 90P	1.75L	6	\$93.45	\$26.99	\$96.96	\$27.99	\$3.51	\$1.00	BOURBON	Supplier	
	(LUXCO, INC.	21212	REBEL BOUR 10Y SINGL 100P	750ML	6	\$270.34	\$79.99	\$338.10	\$99.99	\$67.76	\$20.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	LUXCO, INC.	21208	REBEL BOURBON 80P	1.75L	6	\$111.30	\$31.99	\$118.32	\$33.99	\$7.02	\$2.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	LUXCO, INC.	21206	REBEL BOURBON 80P	750ML	12	\$113.88	\$16.99	\$120.60	\$17.99	\$6.72	\$1.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	65258	JAGERMEISTER 70P	1.75L	6	\$151.22	\$42.99	\$160.06	\$45.49	\$8.84	\$2.50	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	65256	JAGERMEISTER 70P	750ML	12	\$161.53	\$23.99	\$175.09	\$25.99	\$13.56	\$2.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	65257	JAGERMEISTER 70P	1L	12	\$201.81	\$29.99	\$208.60	\$30.99	\$6.79	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	65254	JAGERMEISTER 70P	375ML	24	\$168.41	\$13.49	\$180.98	\$14.49	\$12.57	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	(MAST JAGERMEISTER	65253	JAGERMEISTER 70P	200ML	48	\$184.25	\$7.49	\$199.88	\$7.99	\$15.63	\$0.50	CORDIALS	Supplier	

Broker	Vendor	Item#	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed by	Approved
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	65252	JAGERMEISTER 70P	100ML	48	\$112.25	\$4.49	\$125.07	\$4.99	\$12.82	\$0.50	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	65251	JAGERMEISTER 70P	50ML	120	\$155.18	\$2.49	\$187.74	\$2.99	\$32.56	\$0.50	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	101449	JAGERMEISTER 12 REUSE 70P	750ML	6	\$80.76	\$23.99	\$87.54	\$25.99	\$6.78	\$2.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	65431	JAGERMEISTER CO 10PK 66P	200ML	12	\$62.55	\$9.99	\$68.81	\$10.99	\$6.26	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	65368	JAGERMEISTER COLD BR 66P	750ML	6	\$80.80	\$23.99	\$87.58	\$25.99	\$6.78	\$2.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	65367	JAGERMEISTER COLD BR 66P	50ML	120	\$155.18	\$2.49	\$187.74	\$2.99	\$32.56	\$0.50	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	101192	JAGERMEISTER COLD/MUG 66P	750ML	6	\$80.80	\$23.99	\$87.58	\$25.99	\$6.78	\$2.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	MAST JAGERMEISTER	65259	JAGERMEISTER MINI 10PK70P	200ML	12	\$62.53	\$9.99	\$68.81	\$10.99	\$6.28	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	5037	GLENLIVET 80P	1L	12	\$398.00	\$58.99	\$407.00	\$59.99	\$9.00	\$1.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	5038	GLENLIVET 12 YR 80P	1.75L	6	\$318.34	\$91.99	\$333.00	\$95.99	\$14.66	\$4.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	5036	GLENLIVET 12 YR 80P	750ML	12	\$357.50	\$52.99	\$373.00	\$54.99	\$15.50	\$2.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	15628	JAMESON IRISH WHISKEY 80P	1.75L	6	\$189.50	\$54.99	\$197.10	\$56.99	\$7.60	\$2.00	IRISH WHISKEY	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	15627	JAMESON IRISH WHISKEY 80P	1L	12	\$240.50	\$36.99	\$247.25	\$37.99	\$6.75	\$1.00	IRISH WHISKEY	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	42717	MALIBU COCONUT RUM 42P	1L	12	\$137.00	\$20.99	\$144.00	\$21.99	\$7.00	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	43616	MALIBU LIME 42P	1L	12	\$137.00	\$20.99	\$144.00	\$21.99	\$7.00	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	42698	MALIBU MANGO 42P	1L	12	\$137.00	\$20.99	\$144.00	\$21.99	\$7.00	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	42677	MALIBU PASSION FRUIT 42P	1L	12	\$137.00	\$20.99	\$144.00	\$21.99	\$7.00	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	42702	MALIBU PINEAPPLE 42P	1L	12	\$137.00	\$20.99	\$144.00	\$21.99	\$7.00	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	43903	MALIBU STRAWBERRY 42P	1L	12	\$137.00	\$20.99	\$144.00	\$21.99	\$7.00	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	42609	MALIBU TROP BANANA 42P	1L	12	\$137.00	\$20.99	\$144.00	\$21.99	\$7.00	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	PERNOD RICARD USA	43862	MALIBU WATERMELON 42P	1L	12	\$138.00	\$20.99	\$144.00	\$21.99	\$6.00	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	64929	1800 COCONUT TEQUILA 70P	1.75L	6	\$150.99	\$43.99	\$157.93	\$45.99	\$6.94	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	64933	1800 COCONUT TEQUILA 70P	750ML	12	\$192.01	\$28.99	\$198.67	\$29.99	\$6.66	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	64931	1800 COCONUT TEQUILA 70P	200ML	24	\$110.68	\$8.99	\$114.27	\$9.29	\$3.59	\$0.30	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	64930	1800 COCONUT TEQUILA 70P	50ML	60	\$101.34	\$3.29	\$107.52	\$3.49	\$6.18	\$0.20	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	89208	1800 REPOSADO TEQUILA 80P	1.75L	6	\$150.99	\$43.99	\$164.87	\$47.99	\$13.88	\$4.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	89206	1800 REPOSADO TEQUILA 80P	750ML	12	\$192.01	\$28.99	\$205.34	\$30.99	\$13.33	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	89204	1800 REPOSADO TEQUILA 80P	375ML	12	\$107.55	\$17.49	\$113.75	\$18.49	\$6.20	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	89203	1800 REPOSADO TEQUILA 80P	200ML	24	\$110.68	\$8.99	\$116.74	\$9.49	\$6.06	\$0.50	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	89201	1800 REPOSADO TEQUILA 80P	50ML	60	\$101.34	\$3.29	\$116.80	\$3.79	\$15.46	\$0.50	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	89207	1800 RESPOSADO 80P	1L	6	\$119.11	\$35.99	\$125.78	\$37.99	\$6.67	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	87513	1800 SILVER TEQUILA 80P	1.75L	6	\$150.99	\$43.99	\$157.93	\$45.99	\$6.94	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	87511	1800 SILVER TEQUILA 80P	1L	6	\$119.11	\$35.99	\$122.45	\$36.99	\$3.34	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	87510	1800 SILVER TEQUILA 80P	750ML	12	\$192.01	\$28.99	\$198.67	\$29.99	\$6.66	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	87509	1800 SILVER TEQUILA 80P	375ML	12	\$107.00	\$17.49	\$110.72	\$17.99	\$3.72	\$0.50	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	PROXIMO SPIRITS, INC.	87507	1800 SILVER TEQUILA 80P	200ML	24	\$110.68	\$8.99	\$114.27	\$9.29	\$3.59	\$0.30	TEQUILA	Supplier	

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SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	87508	1800 SILVER TEQUILA 80P	50ML	60	\$101.34	\$3.29	\$107.52	\$3.49	\$6.18	\$0.20	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	101352	1800 SILVER W/TACOHLD 80P	750ML	6	\$96.00	\$28.99	\$99.33	\$29.99	\$3.33	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	15526	BLACK BUSH 80P	750ML	12	\$234.76	\$35.99	\$254.33	\$38.99	\$19.57	\$3.00	IRISH WHISKEY	Supplier	
SOUTHERN GLAZER'S LLC	PROXIMO SPIRITS, INC.	15556	BUSHMILLS 16 YR 80P	750ML	6	\$432.13	\$131.99	\$481.31	\$146.99	\$49.18	\$15.00	IRISH WHISKEY	Supplier	
SOUTHERN GLAZER'S LLC	PROXIMO SPIRITS, INC.	15559	BUSHMILLS 21 YR 80P	750ML	6	\$825.57	\$251.99	\$874.76	\$266.99	\$49.19	\$15.00	IRISH WHISKEY	Supplier	
SOUTHERN GLAZER'S LLC	PROXIMO SPIRITS, INC.	89198	CUERVO ESP GOLD 80P	1.75L	6	\$130.18	\$37.99	\$137.12	\$39.99	\$6.94	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLC	PROXIMO SPIRITS, INC.	89197	CUERVO ESP GOLD 80P	1L	12	\$164.83	\$24.99	\$171.57	\$25.99	\$6.74	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLC	PROXIMO SPIRITS, INC.	89196	CUERVO ESP GOLD 80P	750ML	12	\$138.61	\$20.99	\$145.34	\$21.99	\$6.73	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLC	PROXIMO SPIRITS, INC.	89199	CUERVO ESP GOLD 80P	375ML	12	\$67.35	\$10.99	\$70.45	\$11.49	\$3.10	\$0.50	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	87403	CUERVO ESP SLVR FLASK 80P	375ML	24	\$134.70	\$10.99	\$140.90	\$11.49	\$6.20	\$0.50	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	87410	CUERVO ESPECIAL SLVR 80P	1.75L	6	\$130.18	\$37.99	\$137.12	\$39.99	\$6.94	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	87409	CUERVO ESPECIAL SLVR 80P	1L	12	\$164.83	\$24.99	\$171.57	\$25.99	\$6.74	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	87408	CUERVO ESPECIAL SLVR 80P	750ML	12	\$138.61	\$20.99	\$145.34	\$21.99	\$6.73	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	87400	CUERVO ESPECIAL SLVR 80P	375ML	12	\$67.35	\$10.99	\$70.45	\$11.49	\$3.10	\$0.50	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	87417	CUERVO TRAD SILVER 80P	1L	12	\$231.50	\$34.99	\$238.23	\$35.99	\$6.73	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	87416	CUERVO TRAD SILVER 80P	750ML	12	\$185.34	\$27.99	\$192.01	\$28.99	\$6.67	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	89219	CUERVO TRADICIONAL 80P	1.75L	6	\$171.80	\$49.99	\$185.67	\$53.99	\$13.87	\$4.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	89218	CUERVO TRADICIONAL 80P	1L	12	\$231.50	\$34.99	\$244.90	\$36.99	\$13.40	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	89215	CUERVO TRADICIONAL 80P	750ML	12	\$185.27	\$27.99	\$198.67	\$29.99	\$13.40	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	89292	GRAN CENTENARIO ANEJO 80P	750ML	6	\$152.67	\$45.99	\$159.33	\$47.99	\$6.66	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	87506	GRAN CENTENARIO PLATA 80P	750ML	12	\$272.01	\$40.99	\$285.34	\$42.99	\$13.33	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	89256	GRAN CENTENARIO REPOS 80P	750ML	12	\$272.01	\$40.99	\$285.34	\$42.99	\$13.33	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	88818	MAESTRO DOBEL ANEJO 80P	750ML	6	\$182.67	\$54.99	\$189.33	\$56.99	\$6.66	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	PROXIMO SPIRITS, INC.	89488	MAESTRO DOBEL DIAMOND 80P	750ML	6	\$165.96	\$49.99	\$172.67	\$51.99	\$6.71	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	SAZERAC CO., INC.	16850	BLANTON SINGLE BARREL 93P	750ML	6	\$182.26	\$53.99	\$202.60	\$59.99	\$20.34	\$6.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LLO	SAZERAC CO., INC.	56574	BOSTON COFFEE 60P	375ML	24	\$45.96	\$5.49	\$46.25	\$5.49	\$0.29		BRANDY	Supplier	
SOUTHERN GLAZER'S LLO	SAZERAC CO., INC.	17766	EAGLE RARE 10 YR 90P	750ML	6	\$114.49	\$33.99	\$117.88	\$34.99	\$3.39	\$1.00	BOURBON	Supplier	
SOUTHERN GLAZER'S LLO	SAZERAC CO., INC.	88063	MEMBERS MARK SILV TEQ 80P	1.75L	6	\$92.03	\$26.99	\$97.20	\$28.49	\$5.17	\$1.50	TEQUILA	Supplier	
SOUTHERN GLAZER'S LLO	SAZERAC CO., INC.	37426	POPOV TRAVLR 80P	750ML	12	\$48.02	\$9.99	\$38.18	\$8.99	(\$9.84)	(\$1.00)	VODKA	Supplier	
SOUTHERN GLAZER'S LLO	SAZERAC CO., INC.	38518	VITALI VODKA 80P	1.75L	6	\$39.94	\$15.99	\$35.02	\$14.99	(\$4.92)	(\$1.00)	VODKA	Supplier	
SOUTHERN GLAZER'S LLO	SHAW-ROSS INTER IMPORT	64620	CAPEL PISCO 80P	750ML	12	\$122.60	\$18.99	\$129.00	\$19.99	\$6.40	\$1.00	BRANDY	Supplier	
SOUTHERN GLAZER'S LLO	SHAW-ROSS INTER IMPORT	51100	CARDENAL MENDOZA GR 80P	750ML	6	\$195.00	\$59.99	\$198.00	\$60.99	\$3.00	\$1.00	BRANDY	Supplier	
SOUTHERN GLAZER'S LLO	SHAW-ROSS INTER IMPORT	28468	EDINBURGH CANNON 114.4P	750ML	6	\$139.15	\$42.99	\$142.15	\$43.49	\$3.00	\$0.50	GIN	Supplier	
SOUTHERN GLAZER'S LLO	SHAW-ROSS INTER IMPORT	28466	EDINBURGH GIN 86P	750ML	6	\$111.38	\$33.99	\$118.29	\$36.49	\$6.91	\$2.50	GIN	Supplier	
SOUTHERN GLAZER'S LLO	SHAW-ROSS INTER IMPORT	28470	EDINBURGH SEASIDE GIN 86P	750ML	6	\$115.25	\$35.49	\$122.19	\$37.49	\$6.94	\$2.00	GIN	Supplier	
SOUTHERN GLAZER'S LLO	SHAW-ROSS INTER IMPORT	4987	GLENGOYNE 12Y SINGLE 86P	750ML	6	\$203.37	\$59.99	\$212.87	\$62.99	\$9.50	\$3.00	SCOTCH	Supplier	

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SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	65496	LIQUORE STREGA 80P	750ML	12	\$229.06	\$33.99	\$241.96	\$35.99	\$12.90	\$2.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	87880	LOS SUNDAYS BLANCO 80P	750ML	6	\$122.67	\$36.99	\$125.67	\$37.99	\$3.00	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	65510	LOS SUNDAYS COCONUT 70P	750ML	6	\$109.42	\$32.99	\$112.42	\$33.99	\$3.00	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	87963	LOS SUNDAYS REPOSADO 80P	750ML	6	\$142.67	\$42.99	\$145.67	\$43.99	\$3.00	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	9278	OLD SMUGGLER 80P	1.75L	6	\$78.60	\$22.99	\$81.60	\$24.49	\$3.00	\$1.50	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	9277	OLD SMUGGLER 80P	1L	12	\$77.81	\$12.99	\$83.81	\$14.49	\$6.00	\$1.50	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	5809	PIGS NOSE SCOTCH 80P	750ML	6	\$94.25	\$27.99	\$97.25	\$28.99	\$3.00	\$1.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	44266	PUSSERS BRITISH 84P	750ML	6	\$78.85	\$23.99	\$81.85	\$24.99	\$3.00	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	44240	PUSSERS BRITISH 15Y 80P	750ML	6	\$264.53	\$79.99	\$267.53	\$80.99	\$3.00	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	44268	PUSSERS GUNPOWDER 109P	750ML	6	\$121.75	\$36.99	\$124.75	\$37.99	\$3.00	\$1.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	5806	SHEEP DIP ISLAY BLEND 80P	750ML	6	\$111.52	\$32.99	\$119.66	\$35.49	\$8.14	\$2.50	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	SHAW-ROSS INTER IMPORT	6260	TAMDHU BATCH STR 117.6P	750ML	6	\$292.18	\$85.99	\$382.18	\$112.49	\$90.00	\$26.50	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	TERLATO WINES INT.	67866	AMARULA CREAM LIQUER 34P	750ML	12	\$162.00	\$23.99	\$168.90	\$24.99	\$6.90	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	TERLATO WINES INT.	2890	AMARULA CREME W/ETC 34P	750ML	6	\$81.00	\$23.99	\$84.45	\$24.99	\$3.45	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	TERLATO WINES INT.	67868	AMARULA VAN SPICE CRM 31P	750ML	12	\$73.75	\$21.99	\$168.90	\$24.99	\$95.15	\$3.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	TERLATO WINES INT.	42082	ANGOSTURA 5YR GOLD RU 80P	750ML	6	\$67.73	\$20.99	\$75.55	\$22.99	\$7.82	\$2.00	RUM	Supplier	
SOUTHERN GLAZER'S LL	TERLATO WINES INT.	64122	ANGOSTURA DI AMARO 70P	750ML	6	\$86.99	\$25.99	\$94.30	\$27.99	\$7.31	\$2.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	TERLATO WINES INT.	4656	BUNNAHABHAIN 12 YR 92.6P	750ML	6	\$203.00	\$59.99	\$210.55	\$61.99	\$7.55	\$2.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	TERLATO WINES INT.	4854	DEANSTON VIRGIN OAK 92.6P	750ML	6	\$118.00	\$34.99	\$128.75	\$37.99	\$10.75	\$3.00	SCOTCH	Supplier	
SOUTHERN GLAZER'S LL	TERLATO WINES INT.	66068	NONINO LAPERITIVO 42P	750ML	6	\$131.60	\$38.99	\$135.20	\$39.99	\$3.60	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	TERLATO WINES INT.	66056	NONINO QUINT AMARO 70P	750ML	6	\$168.08	\$49.99	\$175.00	\$51.99	\$6.92	\$2.00	CORDIALS	Supplier	
SOUTHERN GLAZER'S LL	TERLATO WINES INT.	51440	NONINO VIGNETI CHAR 41P	750ML	6	\$226.39	\$69.99	\$227.90	\$69.99	\$1.51		BRANDY	Supplier	
SOUTHERN GLAZER'S LL	TERLATO WINES INT.	51446	NONINO VIGNETI MERL 41P	750ML	6	\$236.22	\$69.99	\$227.90	\$69.99	(\$8.32)		BRANDY	Supplier	
STONE FENCE BEVERAG	ICE PIK DISTILLING	36430	ICE PIK VODKA 80P	750ML	6	\$50.43	\$15.49	\$53.53	\$15.99	\$3.10	\$0.50	VODKA	Supplier	
STONE FENCE BEVERAG	STONE FENCE BEVERAGE	80268	JACKSON MORGAN BANANA 30P	750ML	6	\$87.85	\$25.99	\$91.27	\$26.99	\$3.42	\$1.00	CORDIALS	Supplier	
STONE FENCE BEVERAG	STONE FENCE BEVERAGE	80267	JACKSON MORGAN BANANA 30P	50ML	60	\$78.00	\$2.49	\$87.48	\$2.79	\$9.48	\$0.30	CORDIALS	Supplier	
STONE FENCE BEVERAG	STONE FENCE BEVERAGE	80280	JACKSON MORGAN CARAME 30P	750ML	6	\$87.85	\$25.99	\$91.27	\$26.99	\$3.42	\$1.00	CORDIALS	Supplier	
STONE FENCE BEVERAG	STONE FENCE BEVERAGE	80279	JACKSON MORGAN CARAME 30P	50ML	60	\$78.00	\$2.49	\$87.48	\$2.79	\$9.48	\$0.30	CORDIALS	Supplier	
STONE FENCE BEVERAG	STONE FENCE BEVERAGE	80276	JACKSON MORGAN MOCHA 30P	750ML	6	\$87.85	\$25.99	\$91.27	\$26.99	\$3.42	\$1.00	CORDIALS	Supplier	
STONE FENCE BEVERAG	STONE FENCE BEVERAGE	80275	JACKSON MORGAN MOCHA 30P	50ML	60	\$78.00	\$2.49	\$87.48	\$2.79	\$9.48	\$0.30	CORDIALS	Supplier	
STONE FENCE BEVERAG	STONE FENCE BEVERAGE	80272	JACKSON MORGAN ORANGE 30P	750ML	6	\$87.85	\$25.99	\$91.27	\$26.99	\$3.42	\$1.00	CORDIALS	Supplier	
STONE FENCE BEVERAG	STONE FENCE BEVERAGE	80271	JACKSON MORGAN ORANGE 30P	50ML	60	\$78.00	\$2.49	\$87.48	\$2.79	\$9.48	\$0.30	CORDIALS	Supplier	
STONE FENCE BEVERAG	STONE FENCE BEVERAGE	80274	JACKSON MORGAN PEACH 30P	750ML	6	\$87.85	\$25.99	\$91.27	\$26.99	\$3.42	\$1.00	CORDIALS	Supplier	
STONE FENCE BEVERAG	STONE FENCE BEVERAGE	80273	JACKSON MORGAN PEACH 30P	50ML	60	\$78.00	\$2.49	\$87.48	\$2.79	\$9.48	\$0.30	CORDIALS	Supplier	
UNBROKERED	BLUE BARREN	29267	BARRENS GLENDARRAGH 86P	50ML	120	\$200.00	\$2.99	\$350.00	\$4.99	\$150.00	\$2.00	GIN	Supplier	
UNBROKERED	BLUE BARREN	29265	BARRENS HARBOR GIN 84P	50ML	120	\$200.00	\$2.99	\$350.00	\$4.99	\$150.00	\$2.00	GIN	Supplier	

Broker	Vendor	Item #	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed by	Approved
UNBROKERED	BLUE BARREN	29277	BARRENS MAINE CHRISTM 84P	50ML	120	_	\$2.99	\$350.00	\$4.99	\$150.00		GIN	Supplier	
UNBROKERED	BLUE BARREN	29269	BARRENS NAVY GIN 114P	50ML	120	\$240.00	\$3.49	\$350.00	\$4.99	\$110.00	\$1.50	GIN	Supplier	
UNBROKERED	BLUE BARREN	33079	BARRENS PINK GIN 70P	50ML	120	\$200.00	\$2.99	\$350.00	\$4.99	\$150.00	\$2.00	GIN	Supplier	
UNBROKERED	LUCE SPIRITS	75861	LUCE SPIRITS AQUILINE 80P	375ML	12	\$177.00	\$24.99	\$183.00	\$25.99	\$6.00	\$1.00	CORDIALS	Supplier	
UNBROKERED	LUCE SPIRITS	31048	LUCE SPIRITS OLD TOM 80P	375ML	12	\$177.00	\$24.99	\$198.00	\$27.99	\$21.00	\$3.00	GIN	Supplier	
UNBROKERED	MAINE DISTILLERIES, LLC	29830	COLD RIVER GIN 94P	750ML	6	\$99.08	\$27.99	\$108.34	\$30.99	\$9.26	\$3.00	GIN	Supplier	
UNBROKERED	MAINE DISTILLERIES, LLC	35602	COLD RIVER VODKA 80P	750ML	6	\$108.34	\$29.99	\$117.50	\$32.99	\$9.16	\$3.00	VODKA	Supplier	
Total Price Adjustmen	ts - 367													

Delisted Items for Commission Approval March 8, 2022

ITEM#	DESCRIPTION	SIZE	LAST RETAIL
43778	30SS PARCHANDO 12 RUM 80P	750ML	\$49.99
80031	BOSTON HARB MAPLE	750ML	\$29.99
4755	CHIVAS REGAL EXTRA	750ML	\$44.99
87432	CUERVO SILVER DAY	750ML	\$27.99
35279	HAMMER & SICKLE VODKA 80P	750ML	\$21.99
35528	HAMMER & SICKLE VODKA 80P	1L	\$20.99
35958	HAMMER & SICKLE VODKA 80P	1.75L	\$39.99
27436	JESSE JAMES AMR HONEY 70P	750ML	\$16.49
27437	JESSE JAMES AMR WHSK 70P	750ML	\$16.49
27392	JIM BEAM MAPLE 70P	750ML	\$17.99
26783	KNOB CREEK TWICE RYE 100P	750ML	\$44.99
37204	OUTERSPACE VODKA 80P	750ML	\$32.99
34664	RUSSIAN STND GOLD 80P	750ML	\$21.99
35427	RUSSIAN STND PLATINUM 80P	750ML	\$24.99
35109	RUSSIAN STND VODKA 80P	750ML	\$18.99
35111	RUSSIAN STND VODKA 80P	1.75L	\$29.99
35110	RUSSIAN STND VODKA 80P	1L	\$24.99
101476	RUSSIAN STND VODKA GL 80P	750ML	\$18.99
88536	SAUZA BLUE SILVER 80P	750ML	\$21.99
35144	THREE OLIVES POMEGRNT 70P	1L	\$21.99
25300	WHISTLEPIG BOSS HOG 110P	750ML	\$499.99
100631	WHISTLEPIG BOSS HOG 115P	750ML	\$499.99
15181	WHISTLEPIG RYE 100P	50ML	\$7.99
67265	YUKON JACK APPLE 100P	750ML	\$15.99
Total Delis	ted Items - 24		

REBATES

Product	SIZE	Offer	Effective	Expiration	Approved	
Southern Comfort	1.75L	\$2 IRC	03/09/22	05/03/22	03/08/22	
Platinum 7X	1.75L	\$2 IRC	03/09/22	04/26/22	03/08/22	
Fireball	1.75L	\$2 IRC	05/03/22	07/05/22	03/08/22	
Seagram's VO	1.75L	\$2 IRC	05/11/22	06/28/22	03/08/22	
Myers's	750ml	\$2 IRC	05/04/22	06/28/22	03/08/22	
Carolans Irish Cream	1.75L	\$3 SMS	03/04/22	12/31/22	03/08/22	
Burnett's Vodka	750ml	\$1.50 - \$2 ibotta	03/04/22	04/30/22	03/08/22	
Burnett's Vodka	1.75L	\$2 - \$2.50 ibotta	03/04/22	04/30/22	03/08/22	
Carolans Irish Cream	750ml	\$2 ibotta	02/25/22	03/23/22	03/08/22	
	750ml	\$5 MIR	04/01/22	03/23/22	03/08/22	
Luxardo		\$2 - \$5 MIR		05/31/22		
Leroux	750ml or Larger		03/01/22		03/08/22	
Kamora	750ml or Larger	\$2 - \$5 MIR	03/01/22	05/31/22	03/08/22	
Jager Cold Brew	750ml or Larger	\$8 - \$20 MIR	03/01/22	12/31/22	03/08/22	
Parrot Bay Rum, Seagram's VO, Canadian						
Whisky, Myer's Rum, FRIS Vodka, Yukon Jack						
or Grind Espresso Rum	750ml or Larger	\$8 - \$36 MIR	04/01/22	07/01/22	03/08/22	
1800 Tequila, any 1800 The Ultimate						
Margarita, any Jose Cuervo Tequila, any						
Maestro Dobel Tequila, or any Gran						
Centenario Tequila, Authentic Jose Cuervo						
Margaritas, Jose Cuervo Golden Margarita	750ml or Larger	\$5 - \$18 Digital	04/01/22	06/30/22	03/08/22	
Jack Daniel's Tennessee Whiskey, Tennessee						
Apple, Tennessee Honey, Tennessee Fire,						
Tennessee Rye	2 - 750ml or Larger	\$10 MIR	06/01/22	08/31/22	03/08/22	
Cazadores	2 - 750ml or 1L	\$5 MIR	04/01/22	05/31/22	03/08/22	
Svedka Vodka	750ml or Larger	\$1 IRC	03/01/22	04/30/22	03/08/22	
	_					
TOTAL REBATES- 18						
		+				
				+		

Fiscal Year Comparison Through February 26, 2022

Game	FY 21	FY 22	Variance	% Variance
Gimme5	\$ 1,050,971	\$ 871,505	\$ (179,466)	-17.08%
World Poker Tour	\$ 697,044	\$ 731,617	\$ 34,573	4.96%
Lotto America	\$ 1,042,019	\$ 1,175,020	\$ 133,001	12.76%
Lucky for Life	\$ 2,379,778	\$ 4,274,672	\$ 1,894,894	79.62%
Pick 4	\$ 3,419,625	\$ 3,332,620	\$ (87,006)	-2.54%
Pick 3	\$ 4,453,251	\$ 4,315,109	\$ (138,142)	-3.10%
Megabucks	\$ 6,576,428	\$ 5,933,884	\$ (642,544)	-9.77%
Mega Millions	\$ 10,006,367	\$ 6,457,527	\$ (3,548,840)	-35.47%
Powerball	\$ 13,636,665	\$ 16,489,996	\$ 2,853,331	20.92%
Total Draw Sales	\$ 43,262,148	\$ 43,581,949	\$ 319,802	0.74%

Fast Play \$ 9,361,783 \$ 8,387,281 (\$974,502)	-10.41%
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Instant						
	FY 21	FY 22	Variance	% Variance		
Price Point						
\$1	\$ 5,411,935	\$ 4,733,521	\$ (678,414)	-12.54%		
\$2	\$ 13,405,830	\$ 12,845,196	(560,634)	-0.04		
\$3	\$ 16,949,151	\$ 13,548,456	\$ (3,400,695)	-20.06%		
\$5	\$ 61,236,960	\$ 58,688,845	\$ (2,548,115)	-4.16%		
\$10	\$ 45,508,470	\$ 46,858,650	\$ 1,350,180	2.97%		
\$20	\$ 25,133,840	\$ 21,176,880	\$ (3,956,960)	-15.74%		
\$25	\$ 35,838,250	\$ 52,266,000	\$ 16,427,750	45.84%		
Total Instants	\$ 203,484,436	\$ 210,117,548	\$ 6,633,112	3.26%		

Total combined	C	256.108.367 S	262.086.778 S	5.978.412	2.33%
TOTAL COMBUNEO		230.100.307 3	202.000.770 3	3.7/0.412	Z.33/0

LOTTERY PROFIT TRANSFER TO GENERAL FUND - FY 2022											
	Curre	nt Fiscal Yea	r Performan	ce	Past Fiscal Years' Performance						
	Budget	Actual	Variance	Variance	Actual	Actual	Actual	Actual Actual			
	<u>FY22</u>	<u>FY22</u>	<u>Dollars</u>	<u>%</u>	<u>FY21</u>	<u>FY20</u>	<u>FY19</u>	<u>FY18</u>			
July	\$ 5,110,720	\$ 6,947,748	\$ 1,837,028	35.94%	\$ 5,271,349	\$ 4,372,781	\$ 4,676,066	\$ 5,157,068			
August	\$ 5,359,024	\$ 5,512,697	\$ 153,673	2.87%	\$ 6,929,644	\$ 6,519,125	\$ 3,854,137	\$ 5,341,986			
September	\$ 5,451,967	\$ 4,726,583	\$ (725,384)	-13.30%	\$ 4,822,725	\$ 4,282,740	\$ 6,001,879	\$ 5,956,361			
October	\$ 5,684,546	\$ 7,001,996	\$ 1,317,450	23.18%	\$ 5,891,358	\$ 4,210,132	\$ 6,359,844	\$ 4,719,941			
November	\$ 5,821,932	\$ 4,207,005	\$ (1,614,927)	-27.74%	\$ 4,884,356	\$ 7,614,872	\$ 6,766,828	\$ 5,242,977			
December	\$ 6,235,267	\$ 7,560,351	\$ 1,325,084	21.25%	\$ 6,588,148	\$ 5,071,546	\$ 6,284,129	\$ 6,596,211			
January	\$ 4,903,789	\$ 5,233,306	\$ 329,517	6.72%	\$10,216,388	\$ 4,715,297	\$ 3,594,659	\$ 4,448,287			
February	\$ 5,290,351	\$ 4,065,525	\$ (1,224,826)	-23.15%	\$ 4,697,925	\$ 6,410,407	\$ 4,529,943	\$ 4,713,598			
March	\$ 5,564,464	\$ -		0.00%	\$ 7,465,530	\$ 4,595,526	\$ 6,825,667	\$ 6,068,842			
April	\$ 4,331,739	\$ -		0.00%	\$ 4,318,331	\$ 3,525,241	\$ 4,351,875	\$ 4,227,909			
May	\$ 5,998,478	\$ -		0.00%	\$ 6,444,655	\$ 7,853,991	\$ 4,857,043	\$ 4,912,334			
June	\$ 5,247,723	<u>\$</u> -		0.00%	\$ 3,117,308	\$ 5,418,085	\$ 4,573,038	\$ 4,921,610			
Current FY YTD	\$ 43,857,596	\$45,255,211	\$ 1,397,615	3.19%	\$70,647,717	\$64,589,742	\$62,675,109	\$62,307,123			
Budget	\$ 65,000,000										
		FY21	Variance	%							
		YTD Profit	Dollars	% Variance							
YOY Comparison	1	\$49,301,893	\$ (4,046,682)	-8.21%							
D. I. C.	Φ (4.040.0==										
Projected	\$ 64,848,977										

	PR	OFIT T	ΓR	ANSFE	R '	TO OUT	TDOOR H	ERI	TAGE F	'U'	ND - FY	20	22		
		Current Fiscal Year Performance							Past Fiscal Years' Performance						
		Budget		Actual	V	Variance Variance			Actual		Actual		Actual		Actual
		FY22		FY22		<u>Dollars</u>	<u>%</u>		FY21		FY20		<u>FY19</u>		<u>FY18</u>
July	\$	68,394	\$	31,025	\$	(37,370)	-54.64%	\$	44,271	\$	23,377	\$	27,531	\$	47,535
August	\$	95,843	\$	15,870	\$	(79,973)	-83.44%	\$	61,305	\$	65,213	\$	68,706	\$	116,240
September	\$	67,815	\$	204,657	\$	136,842	201.79%	\$	22,000	\$	22,880	\$	88,547	\$	70,860
October	\$	71,784	\$	39,081	\$	(32,703)	-45.56%	\$	30,111	\$	68,882	\$	27,342	\$	83,089
November	\$	46,107	\$	61,385	\$	15,278	33.14%	\$	25,152	\$	76,883	\$	21,132	\$	37,818
December	\$	80,769	\$	82,083	\$	1,314	1.63%	\$	39,372	\$	54,553	\$	63,506	\$	76,993
January	\$	82,889	\$	57,444	\$	(25,445)	-30.70%	\$	117,214	\$	29,429	\$	21,502	\$	110,373
February	\$	40,258	\$	24,591	\$	(15,667)	-38.92%	\$	13,392	\$	43,551	\$	28,281	\$	28,213
March	\$	25,386	\$	-			0.00%	\$	11,061	\$	12,239	\$	9,472	\$	27,257
April	\$	91,134	\$	-			0.00%	\$	22,323	\$	25,682	\$	100,919	\$	63,723
May	\$	79,886	\$	-			0.00%	\$	60,231	\$	152,310	\$	34,999	\$	28,633
June	\$	49,735	\$				0.00%	\$	25,904	\$	76,150	\$	28,871	\$	32,129
Current FY YTD	\$	553,859	\$	516,137	\$	(37,722)	-6.81%	\$	472,336	\$	651,148	\$	520,809	\$	722,863
Budget	\$	800,000													
				FY21		Variance	%								
				TD Profit		Dollars	Variance								
YOY Comparison			\$	352,818	\$	163,319	46.29%								
Projected	\$	690,979													

State of Maine



Department of Administrative and Financial Services

Annual Report of the Bureau of Alcoholic Beverages and Lottery Operations

As required by 8 M.R.S. §371 - 389 and 28-A M.R.S. §81 - 90

February 7, 2022

Kirsten LC Figueroa, Commissioner Gregory R. Mineo, Director **Section 1.A.** 28-A M.R.S. §84, sub-§7, ¶A, the following is a complete statement of the revenues and expenses for the Bureau for calendar year 2021:

Bureau Revenue		
	Lottery Ticket Sales	\$ 408,750,293
	Lottery Miscellaneous Revenue	4,972,666
	Spirits Sales	242,336,859
	Licensing and Enforcement Revenue	22,906,786
	Total Bureau Revenue	\$ 678,966,604
Bureau Expenses		
	Lottery Expenses	\$ 340,822,217
	Spirits Expenses	179,543,486
	Spirits Receivables and Adjustments	(18,622)
	Licensing and Enforcement Expenses	1,666,302
	Total Bureau Expenses	\$ 522,013,383
Bureau Profit		
	Lottery Profit ¹	\$ 72,900,742
	Spirits Profit ²	62,811,996
	Licensing and Enforcement Profit ³	21,240,484
	Total Bureau Profit Generated	<u>\$ 156,953,221</u>

Section 1.B. Change recommendations:

- 28-A M.R.S. §84, sub-§7, any recommendations for changes to this Title:
 - The Bureau recommends this annual report be submitted using fiscal year data rather than calendar year in keeping with other state accounting practices.
 - The Bureau recommends the requirements of 8 M.R.S. §372, sub-§2, ¶K, sub-¶(5) and 8 M.R.S. §372, sub-§2, ¶K, sub-¶(6) be combined. The requirements are reflected in sections 6 and 7 of this report.
- 8 M.R.S. §372, sub-§2, ¶K, sub-¶(7): Any recommendations for changes to this chapter:
 - The Bureau recommends this annual report be submitted using fiscal year data rather than calendar year in keeping with other state accounting practices.

¹ Lottery Profit represents the amount transferred to the General and Outdoor Heritage Funds.

² Spirits Profit represents the amount transferred to the Maine Municipal Bond Bank for the Liquor Revenue Bonds.

³ Licensing and Enforcement Profit represents the amount deposited directly into the General Fund.

Lottery Operations

Section 2. 8 M.R.S. §372, sub-§2, ¶K, sub-¶(1): A list of the decisions made by the commission and resulting actions for the preceding calendar year relevant to lottery operations.

January 12, 2021:

Approval of New Games: Marketing Specialist Lisa Rodrigue submitted seven (7) new games for approval.

- (\$10) \$250,000 Extra Play
- (\$10) \$50 or \$100
- (\$5) Money Clip
- (\$5) Prize Multiplier
- (\$5) Lucky Fortune
- (\$3) Unlock It!
- (\$2) Fireball

A motion was made by Commissioner Sheehan to accept all games as presented. Motion seconded by Commissioner Fitzgerald. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

February 9, 2021:

Director Mineo presented the CY20 Annual Report to the Legislature on lottery operations for the Commission's review and approval of the entire report. A motion was made by Commissioner Sheehan to approve the CY20 Annual Report to the Legislature. Motion was seconded by Commissioner Fitzgerald. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

Approval of New Games: Deputy Director Boardman submitted two (2) new games for approval.

- (\$1) 5X THE CASH BONUS EDITION
- (\$2) 10X THE CASH BONUS EDITION

A motion was made by Commissioner Davis to accept all games as presented. Motion seconded by Commissioner Sheehan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

March 9, 2021:

Deputy Director Boardman submitted the Lucky 4 Life and Power Ball rule changes for approval. A motion was made by Commissioner Davis to accept all games as presented. Motion seconded by Commissioner Fitzgerald. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

Marketing Manager Lisa Rodrigue submitted two (2) new games for approval.

- (\$20) \$500,000 Bankroll
- (\$10) \$250,000 Riches

A motion was made by Commissioner Davis to accept all games as presented. Motion seconded by Commissioner Fitzgerald. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

April 13, 2021:

Approval of New Games: Lisa Rodrigue submitted two (2) new games for approval.

- (\$3) Twisted Bingo (\$2) It Takes 2
- (\$2) 7.11.21 Live!
- (\$1) Fast Bucks

A motion was made by Commissioner Davis to accept all games as presented. Motion seconded by Commissioner Fitzgerald. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

May 11, 2021:

Deputy Director Boardman submitted the Lucky 4 Life and Power Ball rule adoption for approval.

- Adoption of Powerball game rules. A motion was made by Commissioner Fitzgerald to accept the basis statement of the game rules as presented. Motion seconded by Commissioner Davis. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously A motion was made by Commissioner Sheehan to accept the adoption of games rules as presented. Motion seconded by Commissioner Davis. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously
- Adoption of Lucky for Life game rules. A motion was made by Commissioner Fitzgerald to accept the basis statement as presented. Motion seconded by Commissioner Davis. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

A motion was made by Commissioner Davis to accept the adoption of games rules as presented. Motion seconded by Commissioner Sheehan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

Deputy Director Boardman submitted six (6) new games for approval.

- (\$5) \$100,000 Money Game
- (\$5) Fast Cash
- (\$5) Crossword Bonus
- (\$3) Honey Comb
- (\$2) The Addams Family Fortune
- (\$1) Lucky Gems

A motion was made by Commissioner Davis to accept all games as presented. Motion seconded by Commissioner Fitzgerald. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

June 8, 2021:

Deputy Director Boardman submitted one (1) new game for approval.

• (\$25) \$100 or \$250!

A motion was made by Commissioner Davis to accept all games as presented. Motion seconded by Commissioner Sheehan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

July 13, 2021:

Deputy Director Boardman submitted seven (7) new game for approval.

- (\$25) \$50,000,000 Cash Riches
- (\$10) \$250,000 Spectacular Extra Play
- (\$5) Ultimate 7
- (\$3) Puzzle Payout
- (\$2) Lucky Me
- (\$2) I Love Cash
- (\$1) Holiday Fun

A motion was made by Commissioner Sheehan to accept all games as presented. Motion seconded by Commissioner Schneck. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

August 10, 2021:

There were no new games presented for approval and no items requiring Commission vote or decision.

September 14, 2021:

There were no new games presented for approval and no items requiring Commission vote or decision.

October 12, 2021

Lisa Rodrigue submitted two (2) new game for approval.

- (\$5) PLINKO
- (\$5) \$100,000 Big Country Cash

A motion was made by Commissioner Sheehan to accept all games as presented. Motion seconded by Commissioner Monaghan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

November 16, 2021:

Deputy Director Boardman submitted six (6) new game for approval.

- (\$10) \$50 or \$100
- (\$5) \$60,000 Crossword
- (\$5) Win It All
- (\$2) Cash Xtreme
- (\$1) Baseball
- (\$1) Blackjack

A motion was made by Commissioner Sheehan to accept all games as presented. Motion seconded by Commissioner Schneck. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

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- (\$5) Win It All
- (\$2) Cash Xtreme
- (\$1) Baseball
- (\$1) Blackjack

A motion was made by Commissioner Sheehan to accept all games as presented. Motion seconded by Commissioner Schneck. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

December 14, 2021:

There were no new games presented for approval and no items requiring Commission vote or decision.

Section 3. 8 M.R.S. §372, sub-§2, ¶K, sub-¶(2): A complete statement of lottery revenues, prize disbursements and expenses and appropriations from the General Fund, if any, for the preceding calendar year.

Summary Table for calendar year 2021:

Revenue		
	Ticket Sales	\$ 408,750,293
	Miscellaneous Revenue	4,972,666
	Total Revenue	\$ 413,722,959
Expenses		
	Personnel	\$ 2,214,305
	Operating	3,369,424
	Agent Commissions/Bonuses	32,552,961
	Vendor Fees	14,387,522
	Tri-State	2,965,164
	Prizes	 285,332,840
	Total Expenses	\$ 340,822,217
Profit		
	Total Profit	\$ 72,900,742
Profit Dist	ribution	
	General Fund Transfer	\$ 72,216,516
	Heritage Transfer	\$ 684,226

No General Fund appropriation is provided to the Bureau for the operation of the Maine Lottery.

Section 4. 8 M.R.S. §372, sub-§2, ¶K, sub-¶(3): A 5-year history of the account used to manage lottery operations, which must include the amount of revenues deposited into the State Lottery Fund and the amounts transferred to the General Fund:

Summary Table for Calendar Years 2017 through 2021:

	2017	2018	2019	2020	2021
Revenue					
Ticket Sales	\$ 275,954,296	\$ 298,648,087	\$ 299,433,229	\$ 343,301,429	\$ 408,750,293
Miscellaneous Revenue	4,044,667	5,080,368	4,898,386	4,929,117	4,972,666
Total Revenue	\$ 279,998,962	\$ 303,728,455	\$ 304,331,615	\$ 348,230,547	\$ 413,722,959
Expenses					
Personnel	\$ 1,547,421	\$ 1,690,621	\$ 1,762,785	\$ 1,812,924	\$ 2,214,305
Operating	2,802,986	2,864,496	4,110,946	2,555,380	3,369,424
Agent Commissions/Bonuses	18,383,141	21,420,743	20,961,016	24,540,286	32,552,961
Vendor Fees	9,716,375	10,516,032	10,543,111	12,089,089	14,387,522
Tri-State	3,077,464	3,503,742	2,989,490	2,790,611	2,965,164
Prizes	182,233,804	199,910,266	202,625,013	236,974,559	285,332,840
Total Expenses	<u>\$ 217,761,192</u>	\$ 239,905,899	\$ 242,992,361	\$ 280,762,849	\$ 340,822,217
Profit					
Total Profit	<u>\$ 62,237,770</u>	<u>\$ 63,822,556</u>	<u>\$ 61,339,254</u>	<u>\$ 67,467,698</u>	<u>\$ 72,900,742</u>
Profit Distribution					
General Fund Transfer	\$ 61,544,080	\$ 63,235,463	\$ 60,803,422	\$ 66,906,126	\$ 72,216,516
Heritage Transfer	\$ 693,690	\$ 587,093	\$ 535,832	\$ 561,572	\$ 684,226

Section 5. 8 M.R.S. §372, sub-§2, ¶K, sub-¶(4):

Expenditures made to promote lottery sales through marketing, advertising and recruitment of agents for the preceding calendar year (2021):

Total spending by category (includes net media and production costs)

Television (Including OTT)	\$1,048,554.68
Radio	\$753,731.60
Digital	\$135,000.00
POS/Collateral	\$18,744.15
Sales Promotion/Promotional Items	\$55,559.06
Sponsorships & Other	\$12,705.13

Section 6. 8 M.R.S. §372, sub-§2, ¶K, sub-¶(5): A description of Lottery marketing and advertising activities for the preceding calendar year (2021). The description must identify each radio station and television station, if any, that broadcast or distributed advertising.

Marketing and advertising activity promoting the Maine Lottery during calendar 2021 included statewide Broadcast (Television and Radio), Digital, Point of Sale (POS), Sales Promotion/Promotional Items, and Sponsorships. Advertising schedules were executed to generate visibility across Maine for promoting selected instant games, draw games and Fast Play games.

Television stations utilized:

Market	Station
Bangor, ME	5704 SPECTRUM, Bangor, ME-Cable
Bangor, ME	WABI-TV
Bangor, ME	WFVX-TV
Bangor, ME	WLBZ-TV
Bangor, ME	WVII-TV
Portland, ME	0181 SPECTRUM, Portland, ME-Cable
Portland, ME	2723 SPECTRUM, Portland Market Master Cable
Portland, ME	5705 SPECTRUM, Lewiston, ME-Cable
Portland, ME	5914 SPECTRUM, So, York County, ME-Cable
Portland, ME	6013 SPECTRUM, Augusta, ME-Cable
Portland, ME	7646 SPECTRUM, Portland-Auburn IC, ME-Cable
Portland, ME	8980 COMCAST, Spectrum/Brunswick, ME-Cable
Portland, ME	EMTW-TV
Portland, ME	WCSH-TV
Portland, ME	WGME-TV
Portland, ME	WMTW-TV
Portland, ME	WPFO-TV
Portland, ME	WPXT-TV
Presque Isle, ME	2477 SPECTRUM, Presque Isle, ME-Cable
Presque Isle, ME	EAGM-TV
Presque Isle, ME	WAGM-TV
Presque Isle, ME	WWPI-TV
Statewide - ME	NESN-TV
Statewide - ME	0181 SPECTRUM, Portland, ME OTT

Radio stations utilized:

MarketStationAugusta-Waterville, MEWABK-FMAugusta-Waterville, MEWCTB-FMAugusta-Waterville, MEWFMX-FMAugusta-Waterville, MEWMME-FMAugusta-Waterville, MEWTOS-FMBangorWBFB-FMBangorWEZQ-FMBangorWHOU-FMBangorWKIT-FMBangorWKSQ-FMBangorWXSX-FMBangorWQCB-FMBangorWQCB-FMBangorWVOM-FMBangorWWMJ-FMCalais, ME (u)WCRQ-FMFarmington, ME (u)WKTJ-FMPortland, MEWBLM-FM
Augusta-Waterville, ME Augusta-Waterville, ME Augusta-Waterville, ME Augusta-Waterville, ME Augusta-Waterville, ME Augusta-Waterville, ME Bangor Bangor Bangor Bangor WEZQ-FM Bangor WKIT-FM Bangor WKSQ-FM Bangor WOCB-FM Bangor WOCB-FM Bangor WOCB-FM Bangor WOCB-FM Bangor WOCB-FM Bangor WOCRQ-FM Bangor WOCRQ-FM Calais, ME (u) WOCRQ-FM Farmington, ME (u) WKTJ-FM
Augusta-Waterville, ME Augusta-Waterville, ME Augusta-Waterville, ME Augusta-Waterville, ME Augusta-Waterville, ME Bangor Bangor Bangor WEZQ-FM Bangor WKIT-FM Bangor WKSQ-FM Bangor WOCB-FM Bangor WOCRQ-FM Bangor WOCRQ-FM Bangor WOCRQ-FM Calais, ME (u) Farmington, ME (u) WKMX-FM WKSM-FM WCRQ-FM
Augusta-Waterville, ME Augusta-Waterville, ME Augusta-Waterville, ME Bangor Bangor Bangor WEZQ-FM Bangor WKIT-FM Bangor WSSQ-FM Bangor WOCB-FM Bangor WOM-FM WOM-FM WORQ-FM Calais, ME (u) WORQ-FM Farmington, ME (u) WKTJ-FM
Augusta-Waterville, ME Augusta-Waterville, ME Bangor Bangor WBFB-FM Bangor WEZQ-FM Bangor WKIT-FM Bangor WKSQ-FM Bangor WWSX-FM Bangor WQCB-FM Bangor WOM-FM Bangor WOM-FM Bangor WOM-FM Bangor WOM-FM Bangor WOM-FM Bangor WWOM-FM Bangor WWMJ-FM Calais, ME (u) Calais, ME (u) WCRQ-FM Farmington, ME (u) WKTJ-FM
Augusta-Waterville, ME Bangor Bangor WBFB-FM Bangor WEZQ-FM Bangor WHOU-FM Bangor WKIT-FM Bangor WKSQ-FM Bangor WOCB-FM Bangor WOM-FM Bangor WWMJ-FM Calais, ME (u) WCRQ-FM Farmington, ME (u) WKTJ-FM
Bangor WBFB-FM Bangor WBZN-FM Bangor WEZQ-FM Bangor WKIT-FM Bangor WKSQ-FM Bangor WNSX-FM Bangor WNSX-FM Bangor WQCB-FM Bangor WVOM-FM Calais, ME (u) WCRQ-FM Farmington, ME (u) WKTJ-FM
Bangor WBZN-FM Bangor WEZQ-FM Bangor WHOU-FM Bangor WKIT-FM Bangor WKSQ-FM Bangor WNSX-FM Bangor WQCB-FM Bangor WVOM-FM Bangor WVOM-FM Calais, ME (u) WCRQ-FM Farmington, ME (u) WKTJ-FM
Bangor WEZQ-FM Bangor WHOU-FM Bangor WKIT-FM Bangor WKSQ-FM Bangor WNSX-FM Bangor WQCB-FM Bangor WVOM-FM Bangor WWMJ-FM Calais, ME (u) WCRQ-FM Farmington, ME (u) WKTJ-FM
Bangor WHOU-FM Bangor WKIT-FM Bangor WKSQ-FM Bangor WNSX-FM Bangor WQCB-FM Bangor WVOM-FM Bangor WWMJ-FM Calais, ME (u) WCRQ-FM Calais, ME (u) WQDY-FM Farmington, ME (u) WKTJ-FM
Bangor WKIT-FM Bangor WKSQ-FM Bangor WNSX-FM Bangor WQCB-FM Bangor WVOM-FM Bangor WWMJ-FM Calais, ME (u) WCRQ-FM Calais, ME (u) WQDY-FM Farmington, ME (u) WKTJ-FM
Bangor WKSQ-FM Bangor WNSX-FM Bangor WQCB-FM Bangor WVOM-FM Bangor WWMJ-FM Calais, ME (u) WCRQ-FM Calais, ME (u) WQDY-FM Farmington, ME (u) WKTJ-FM
Bangor WNSX-FM Bangor WQCB-FM Bangor WVOM-FM Bangor WWMJ-FM Calais, ME (u) WCRQ-FM Calais, ME (u) WQDY-FM Farmington, ME (u) WKTJ-FM
Bangor WQCB-FM Bangor WVOM-FM Bangor WWMJ-FM Calais, ME (u) WCRQ-FM Calais, ME (u) WQDY-FM Farmington, ME (u) WKTJ-FM
Bangor WVOM-FM Bangor WWMJ-FM Calais, ME (u) WCRQ-FM Calais, ME (u) WQDY-FM Farmington, ME (u) WKTJ-FM
Bangor WWMJ-FM Calais, ME (u) WCRQ-FM Calais, ME (u) WQDY-FM Farmington, ME (u) WKTJ-FM
Calais, ME (u) WCRQ-FM Calais, ME (u) WQDY-FM Farmington, ME (u) WKTJ-FM
Calais, ME (u) WQDY-FM Farmington, ME (u) WKTJ-FM
Farmington, ME (u) WKTJ-FM
Portland, ME WBLM-FM
Portland, ME WBQX-FM
Portland, ME WCLZ-FM
Portland, ME WCYY-FM
Portland, ME WFNK-FM
Portland, ME WHOM-FM
Portland, ME WHTP-FM
Portland, ME WHXR-FM
Portland, ME WJBQ-FM
Portland, ME WJJB-FM/WPEI-FM
Portland, ME WMGX-FM
Portland, ME WOXO-FM
Portland, ME WPOR-FM
Portland, ME WTHT-FM
Portland, ME WYNZ-FM
Presque Isle, ME WBPW-FM
Presque Isle, ME WCXU-FM
Presque Isle, ME WOZI-FM
Presque Isle, ME WQHR-FM

Digital networks or channels utilized:

Digital Network or Channel
AdTheorent
Blis
Katz Digital Group
Q1 Media
Undertone
WMTW/Hearst Digital

Section 7. 8 M.R.S. §372, sub-§2, ¶K, sub-¶(6): For each radio station and television station identified pursuant to subparagraph (5), the format of advertising activity and amount of expenditures for the preceding calendar year (2021) associated with each station.

The format of Maine Lottery advertising on television is a mix of 30-second spots and 15-second spots equally across all stations, according to campaign messaging. On radio, the Maine Lottery uses exclusively 30-second spots across all stations.

For Digital advertising, the Maine Lottery uses a variety of formats according to each digital buy. Typical formats include animated banners such as 728x90, 250x300, and 250x600. Rich media formats are sometimes used allowing the Maine Lottery to take advantage of the newest capabilities of the medium. These have included expandable ads, video pre-roll and other rich media formats.

Point of Sale is most often executed as 11x17 posters, 8.5 x 11 mini-posters, 8x10 counter cards, with occasional window clings and other formats.

Total expenditures by station (net media cost):

Television

Market	Station	Total Spend, 2021
Bangor, ME	5704 SPECTRUM, Bangor, ME-Cable	\$15,523.55
Bangor, ME	WABI-TV	\$85,501.50
Bangor, ME	WFVX-TV	\$5.134.00
Bangor, ME	WLBZ-TV	\$44,769.50
Bangor, ME	WVII-TV	\$12,940.40
Portland, ME	0181 SPECTRUM, Portland, ME-Cable	\$15,003.35
Portland, ME	2723 SPECTRUM, Portland Market Master Cable	\$744.60
Portland, ME	5705 SPECTRUM, Lewiston, ME-Cable	\$4,132.70
Portland, ME	5914 SPECTRUM, So, York County, ME-Cable	\$4,132.70
Portland, ME	6013 SPECTRUM, Augusta, ME-Cable	\$8,265.40
Portland, ME	7646 SPECTRUM, Portland-Auburn IC, ME-Cable	\$28,025.35
Portland, ME	8980 COMCAST, Spectrum/Brunswick, ME-Cable	\$3,312.45
Portland, ME	EMTW-TV	\$51.00
Portland, ME	WCSH-TV	\$124,482.50

Portland, ME	WGME-TV	\$106,734.50
Portland, ME	WMTW-TV	\$107,346.50
Portland, ME	WPFO-TV	\$31,573.25
Portland, ME	WPXT-TV	\$195.50
Presque Isle, ME	2477 SPECTRUM, Presque Isle, ME-Cable	\$4,432.75
Presque Isle, ME	EAGM-TV	\$1,462.00
Presque Isle, ME	WAGM-TV	\$80,792.50
Presque Isle, ME	WWPI-TV	\$2,596.75
Statewide - ME	NESN-TV	\$106,088.50
Statewide - ME	0181 SPECTRUM, Portland, ME OTT	\$81,288.18

Radio

Market	Station	Total Spend, 2021
Augusta-Waterville, ME	WABK-FM	\$11,100.15
Augusta-Waterville, ME	WCTB-FM	\$7,459.60
Augusta-Waterville, ME	WEBB-FM	\$13,031.35
Augusta-Waterville, ME	WFMX-FM	\$18,228.25
Augusta-Waterville, ME	WMME-FM	\$16,267.30
Augusta-Waterville, ME	WTOS-FM	\$15,283.00
Bangor	WBFB-FM	\$8,504.25
Bangor	WBZN-FM	\$18,719.72
Bangor	WEZQ-FM	\$4,743.00
Bangor	WHOU-FM	\$11,832.00
Bangor	WKIT-FM	\$20,257.20
Bangor	WKSQ-FM	\$8,708.25
Bangor	WNSX-FM	\$16,299.60
Bangor	WQCB-FM	\$31,295.13
Bangor	WVOM-FM	\$12,393.00
Bangor	WWMJ-FM	\$11,636.50
Calais, ME (u)	WCRQ-FM	\$12,887.70
Calais, ME (u)	WQDY-FM	\$12,948.90
Farmington, ME (u)	WKTJ-FM	\$20,687.30
Portland, ME	WBLM-FM	\$42,495.75
Portland, ME	WBQX-FM	\$16,269.90
Portland, ME	WCLZ-FM	\$13,448.70
Portland, ME	WCYY-FM	\$17,323.00
Portland, ME	WFNK-FM	\$44,234.00
Portland, ME	WHOM-FM	\$22,312.50
Portland, ME	WHTP-FM	\$7,127.25
Portland, ME	WHXR-FM	\$15,240.50
Portland, ME	WJBQ-FM	\$33,112.60

Portland, ME	WJJB-FM/WPEI-FM	\$21,603.60
Portland, ME	WMGX-FM	\$28,275.25
Portland, ME	WOXO-FM	\$7,505.50
Portland, ME	WPOR-FM	\$35,192.55
Portland, ME	WTHT-FM	\$36,150.50
Portland, ME	WYNZ-FM	\$18,546.90
Presque Isle, ME	WBPW-FM	\$20,207.90
Presque Isle, ME	WCXU-FM	\$18,775.65
Presque Isle, ME	WOZI-FM	\$17,336.60
Presque Isle, ME	WQHR-FM	\$18,310.70

Digital

Digital Network or Channel	Total Spend, 2021
AdTheorent	\$35,000.00
Blis	\$45,000.00
Katz Digital Group	\$15,000.00
Q1 Media	\$10,000.00
Undertone	\$10,000.00
WMTW/Hearst Digital	\$20,000.00

Section 8. 8 M.R.S. §372, sub-§2, ¶K, sub-¶(7): Any recommendations for changes to this chapter.

The Bureau recommends this annual report be submitted using fiscal year data rather than calendar year in keeping with other state accounting practices.

The Bureau recommends Sections 5 and 6 be combined.

Liquor Operations

Section 9. 28-A M.R.S. §84, sub-§7, ¶B, the information required by 28-A M.R.S. §83-B, sub-§11: A complete statement of expenses and revenues collected in accordance with the licensing and enforcement functions of the Bureau including a statement of the revenues collected under chapter 65 for calendar year 2021.

Revenue Sources/Description	Total
0411 - Excise Tax Beer	\$ 11,202,198
0412 - Excise Tax Table Wine ME Products	52,139
0413 - Excise Tax Table Wine Out State	3,045,688
0414 - Excise Tax Sparkling Wines	1,048,485
0454 - Liquor Premium	3,227,381
0455 - Low Alcohol Spirits Tax	116,767
0923 – Agency License - Orig	34,200
1101 - Class I	1,113,700
1102 - Class I P-T	50
1103 - Small Distillery	3,000
1104 - Distillery	1,000
1105 - Class A Restaurant/Lounge	569,395
1106 - Bed & Breakfast Liquor License	27,735
1107 - Civic Organizations	3,800
1108 - Agency Liquor. Store Full Time	56,000
1109 - Agency Liquor Store Resale	13,050
1110 - Class I-A	128,275
1113 - Small Brewery	8,200
1114 - Brewery	14,000
1115 - Class X	144,720
1116 - Auxiliary License	1,600
1117 - Winery	3,500
1120 - Class II	1,100
1121 - Dual Liquor License	600
1122 - Minibar License Hotel	500
1123 – Minibar License Other	150
1124 - Minibar Room Fee Hotel	885
1125 – Minibar Room Fee Other	300
1126 - Wine Direct Shipper License	14,400
1127 - Wine Direct Shipper Registration Fee	7,200
1128 - Direct Shipper Renewal	29,750
1129 - B.Y.O.B Function Permit	1,280

Revenue Sources/Description (continued)	Total
1130 - Bottle Club Registration	400
1131 – Spec Cater Off Prem S & V	7,620
1132 - Class III	100,405
1133 - Class III P-T	1,000
1138 - Class IV	114,276
1140 - Class V	20,790
1150 - Class VIII	439,800
1152 - Liquor Fees-Golf Carts	6,800
1153 - Wholesaler Table Wine	13,800
1154 - Wholesale Wine Only Spec	2,400
1155 - Class VI	245,150
1156 – Class VI P-T	200
1157 – Class VI – 2 Mos Exten	1,400
1158 - Malt Liquor Cert of Approval	160,400
1159 - Wine Cert of Approval	354,500
1161 - Wholesaler Malt Liquor	11,500
1162 - Wholesale Special	7,800
1164 - Cert of Wine 120	12,100
1165 - Class VI-A P-T	2,000
1170 – Class VI A 2 Mos Exten	700
1176 - Class VII	246,040
1181 - Farmer's Market Permit	2,325
1182 - Self Sponsored Event Permit	9,610
1431 – Renl Occ/Pro Licenses 5	23,460
1475 – Manufacturers Lic/Permits	2,000
1960 - Certification Fee	4,000
2631 - Registration Fees	104,173
2632 - Filing Fees	67,795
2686 – MiscIncome	300
Total Revenue	\$ 22,833,792
Expenses	
Personnel Services	\$ 1,018,476
All Other Operating Expenses	647,826

Personnel Services	\$ 1,018,476
All Other Operating Expenses	647,826
Total Expenses	\$ 1,666,302
Profit	
Total Profit	<u>\$ 21,167,490</u>

Section 10. 28-A M.R.S. §84, sub-§7, ¶C, the information required by 28-A M.R.S. §83-C, sub-§7: A complete statement of revenues from and expenses for the sale of spirits by the Bureau for calendar year 2021.

Revenue		Total
	Gross Sales ⁴	\$ 242,336,859
	Total Revenue	\$ 242,336,859
Expenses		
	Cost of Goods Sold	\$ 160,406,176
	Warehousing & Distribution Contract Costs	11,571,071
	Trade Marketing Contract Costs	5,136,689
	Operating Expenses ⁵	2,429,550
	Total Expenses	\$ 179,543,486
Operating Profit		
	Operating Profit	\$ 62,793,373
Adjustments		
	Outstanding Receivables	\$ 38,426
	Other Adjustments ⁶	(57,048)
	Total Adjustments	\$ (18,622)
Profit		
	Transferred to MMBB	<u>\$ 62,811,996</u>

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⁴ Gross sales include agency liquor store payments for products, depletion allowance payments from brokers for price reduction and suppliers' payments for bailment charges.

⁵ Operating expenses include Personal Services, All Other and marketing and advertising expenses.

⁶ Other adjustments include unusual revenues and expenses such as initial 50ml bottle size redemption costs, refunds and bad debt write-offs.

Section 11. 28-A M.R.S. §84, sub-§7, ¶D, the information required by 28-A M.R.S. §83-C, sub-§9: A report on expenditures and investments made by the Bureau, including, but not limited to, reductions in the retail price at which spirits are sold and incentives offered to agency liquor stores. Also included is the impact of those spending initiatives on the number of cases of spirits sold in the State and on sales of spirits generally.

During CY2021, the Bureau participated with spirits suppliers to reduce the retail price of products that are key to the overall success of Maine's Spirits business.

Investments toward price reductions:

Bureau's investments: \$ 2,760,960 Suppliers' investments: \$ 8,379,074 Total investments: \$ 11,140,034 Bureau's percentage of total investments: 24.74%

Impact of investments on sales:

Total increase in case sales from investments⁷: 105,379 Net increase in case sales for all products⁸: 52,969

Impact of investments on gross profit:

The Bureau's investment on price reductions resulted in an increase gross profit to the State of \$ 5,168,084

Other expenditures by the Bureau to support Maine's spirits business

Marketing and advertising expenses⁹: \$ 681,330 Agency Liquor Store incentives¹⁰: \$ 1,668,385

Section 12. 28-A M.R.S. §84, sub-§7, any recommendations for changes to this Title:

The Bureau recommends this annual report be submitted using fiscal year data rather than calendar year in keeping with other state accounting practices.

⁷ The increase in case sales here are only on products when investments were made to reduce prices by both the Bureau and spirits suppliers.

⁸ Net increases include both increases in case sales for products and decreases in case sales for products. This increase is partly impacted by organic growth of a number of spirits products as well as the pandemic.

⁹ Marketing and advertising expenses that include, but may not necessarily have a direct impact on price reduction promotions, are ad agency monthly fee, television production costs, television, radio, newspaper ad run costs and social media (Facebook, Instagram, Pinterest) content development and maintenance, mobile app development and maintenance and special taste testing events.

¹⁰ Agency liquor stores qualified for a sales increase incentive during CY2021 effective on July 1, 2021. Based on the incentive criteria as defined in 18 553 C.M.R. ch. 2, §III, sub-§B (2014), agency liquor stores received a 2% increase on tier 2 from 16% to 18%; making the discount rate on all price point products 18%.

18 DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES

553 BUREAU OF ALCOHOLIC BEVERAGES AND LOTTERY OPERATIONS (includes rules of STATE LIQUOR AND LOTTERY COMMISSION)

Chapter 80: LOTTO AMERICA GAME RULES

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Part I - Administration

Section 1.0

These rules establish the procedures and requirements for operating and playing Lotto America, a lotto game run by the Multi-State Lottery Association (hereinafter referred to as "MUSL"), of which the Bureau of Alcoholic Beverages and Lottery Operations (hereinafter referred to as "BABLO") is a member. Generally, the Lotto America Game shall be operated in accordance with any agreement between the State of Maine and MUSL, the Constitution, the Bylaws of the MUSL, the Administrative Rules of MUSL and applicable Maine law.

Part II - Lotto American Game Rules

Section 2.0 – Definitions

The following definitions apply to all Parts of these Rules unless the context requires a different meaning or is otherwise inconsistent with the intention of the rules adopted by the Product Group. Capitalized terms used but not defined in these rules shall have the meanings ascribed to them in the MUSL Agreement.

- 2.1 "Advertised Grand Prize" means the estimated annuitized Grand Prize amount as determined by the MUSL Central Office by use of the MUSL Annuity Factor and communicated through the Selling Lotteries prior to the Grand Prize drawing. The "Advertised Grand Prize" is not a guaranteed prize amount and the actual Grand Prize amount may vary from the advertised amount, except in circumstances where there is a guaranteed Grand Prize amount as described in Section 6.1 of these Rules.
- 2.2 "Agent", "retailer" or "lottery retail agent" means a person or entity authorized by a Selling Lottery to sell lottery Plays.
- **2.3** "All Star Bonus" means the All Star Bonus Multiplier Promotion described in Part III of these Rules.

- **2.4** "All Star Bonus Multiplier Plays" means Plays purchases as part of the All Star Bonus Multiplier Promotion described in Part III of these Rules.
- **2.5** "BABLO" means Bureau of Alcoholic Beverages and Lottery Operations within the Department of Administrative and Financial Services.
- 2.6 "Computer pick" means the random selection of indicia by the <u>authorized</u> retailer computer that appears on a ticket or ticketless transaction and are played by a player in the game.
- 2.62.7 "Draw Lottery Game", or "Draw Game" means a lottery game wherein a player selects numbers out of a larger predetermined set or sets of numbers.
- 2.72.8 "Drawing" means to refers collectively to the formal draw event for randomly selecting the winning indicia that determine the number of winners for each prize level of the Lotto America game. A Lotto America drawing shall determine the —wWinning indicia include the Winning Numbers for the Lotto America game and the All Star Bonus Multiplier.
- 2.82.9 "Executive Director" means the Director of BABLO appointed by the Commissioner of the Department of Administrative and Financial Services.
- 2.92.10 "Game ticket" or "ticket" means an acceptable evidence of Pplay, which is a ticket produced in a manner that meets the specifications defined in the rules of each Selling Lottery and Section 7.0 of these rules (Play Validation) and is a physical representation of the Play or Plays sold to the player or is a properly and validly registered ticketless transaction Play.
- 2.11 "Grand Prize" shall refer to means the top prize in the Lotto America game.
- 2.12 "Licensee Lottery" shall mean a state lottery or lottery of a governmental unit, political subdivision or entity thereof that is not a Party Lottery but has agreed to comply with all applicable MUSL and Product Group requirements and has been authorized by the MUSL and by the Lotto America Product Group to sell the Lotto America game.
- 2.102.13 "Lotto America Play" shall refer to Plays purchased as part of the Lotto America game, but shall not include All Star Bonus Multiplier Plays.
- 2.112_14 "Maine Lottery" or "the Lottery" means the Bureau of Alcoholic Beverages and Lottery Operations ABLO.
- 2.12 "Lotto America Play" means Plays purchased as part of the Lotto America game, but shall not include All Star Bonus Multiplier Plays.

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- 2.132.15 "MUSL" means the Multi-State Lottery Association, a government-benefit association wholly owned and operated by the Party Lotteries.
- 2.142.16 "MUSL Annuity Factor" shall means the annuity factor as determined by the MUSL central office through a method approved by the MUSL Finance and Audit Committee and which is used as described in these rules
- 2.152.17 "MUSL Board" means the governing body of the MUSL, which is comprised of the chief executive officer of each Party Lottery.
- 2.162.18 "MUSL Finance and Audit Committee" shall means the committee of that name established by the MUSL Board.
- 2.17 "On Line Lottery Game", "Draw Lottery Game", or "Draw Game" means a lottery game wherein a player selects numbers out of a larger predetermined set or sets of numbers.
- 2.19 "Pari-Mutuel" shall mean wagered funds that are pooled and then paid in equal shares to the winners of a prize as described in these Rules.
- 2.182.20 "Participating Lottery" or "Selling Lottery" means a state lottery or lottery of a political subdivision or entity that is authorized by the Product Group to participate in selling the Lotto America game.
- 2.192.21 "Party Lottery" or "Member Lottery" means a state lottery or lottery of a political subdivision or entity that has joined the MUSL and, in the context of these Product Group Rules that is authorized to sell the Lotto America game. Unless otherwise indicated, "Party Lottery" or "Member Lottery" does not include "Licensee Lotteries".
- "Play" or "Bet" means the six (6) numbers, the first five (5) from a field of fifty-two (52) numbers and the last one (1) from a field of ten (10) numbers, that appear on a ticket or communicated in a ticketless transaction as a single lettered selection either manually or by a Computer Pick and are to be played by a player in the Lotto America game. Each Play is played separately in determining matches to winning numbers and prize amounts.

As used in these Rules, unless otherwise specifically indicated, "Play" or "Bet" includes Lotto America Plays. "All Star Bonus Multiplier Plays" are separately described in Part III of these Rules.

2.212.23 "Play Slip" or "Bet Slip" means a physical or electronic means by which a player communicates their intended Pplay selection to the retailer as defined and approved by the Selling Lottery.

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- 2.222.24 "Product Group" or "the Group" means a group of lotteries that has joined together to offer a product pursuant to the terms of the Multi-State Lottery Agreement and the Product Group's own rules.
- 2.232.25 "Set Prize", also referred to as "low-tier prize", means all other prizes, except the Grand Prize, and, except in instances outlined in these rules, will be equal to the prize amount established by the Product Group for the prize level.
- 2.26 "Terminal" means a device authorized by a Selling Lottery to function in an online, interactive mode with the lottery's computer gaming system for the purpose of issuing lottery tickets and entering, receiving, and processing lottery transactions, including making purchases, validating tickets, and transmitting reports.
- 2.27 "Ticketless Transaction" shall include Plays sold through subscription, internet, or non-standard terminals.
- 2.242.28 "Winning numbers" means the indicia randomly selected during a Drawing event which shall be used to determine winning Plays for the Lotto America game contained on a game ticket or ticketless transaction.

2.20 "Ticketless Transaction" shall include Plays sold through subscription, internet, or non standard terminals.

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Section 3.0 – Lotto America Game Description

3.1 Lotto America Game:

- 3.1.1 Lotto America is a five (5) out of fifty-two (52) plus one (1) out of ten (10) numbers lottery game drawn every Wednesday and Saturday on days as determined by the Lotto America Product Group as part of the Lotto America drawing event, which pays the Grand Prize, at the election of the player made in accordance with these rules or by a default election made in accordance with these rules, either on an annuitized Ppari-Mmutuel basis or as a single lump sum payment of the total funding held in the Grand Prize Pool (GPP) for the winning Ddrawing on a Ppari-Mmutuel basis. Except as provided in these rules, all other prizes are paid on a single payment basis.
- 3.1.2 Lotto America Winning Numbers applicable to determine Lotto America prizes will be determined in the Lotto America Drawing event. During the Detrawing event, five (5) numbers shall be drawn from the first set of fifty-two (52) numbers, and one (1) number shall be drawn from the second set of ten (10) numbers, which shall constitute the Winning Numbers.

- 3.1.3 To play Lotto America, a player shall select (or computer pick) five (5) different numbers, from one (1) through fifty-two (52) numbers and one (1) additional number from one (1) through -ten (10). The additional number may be the same as one of the first five numbers selected by the player.
- 3.1.4 <u>Lotto America</u> Plays can be purchased for one dollar (U.S. \$1.00), including any specific statutorily mandated tax of a Selling Lottery to be included in the price of a Play.
- 3.1.5 Plays may be purchased from a Selling Lottery approved sales outlet in a manner as approved by the Selling Lottery and in accordance with MUSL Rules
- 3.2 Claims. Unless otherwise permitted by a selling lottery, a ticket (subject to the validation requirements set forth in Section 7.0 of these Rules (Ticket Validation) or properly registered ticketless transaction shall be the only proof of a game Play or Plays and the submission of a winning ticket to the issuing Selling Lottery or its authorized agent shall be the sole method of claiming a prize or prizes. A Play Slip has no pecuniary or prize value and shall not constitute evidence of play purchase or of numbers selected. A terminal produced paper receipt has no pecuniary or prize value and shall not constitute evidence of play purchase or of numbers selected.
- 3.3 Cancellations Prohibited: Request for Plays, Returned Plays, Incomplete
 Transaction Plays, Stolen Plays and Refunds for Game Cancellations.
 - 3.3.1 Plays Non-Cancellable. In all instances, a Play recorded on the CGS

 ("Computer Gaming System") may not be voided or cancelled by returning
 the ticket or ticketless transaction to the Retailer or to the Selling Lottery,
 including tickets that are misprinted, illegible, print in error, or for any
 reason not successfully transferred to an authorized selling entity or Player.
 - 3.3.2 Request for Plays. A lottery may conduct future sales through a subscription or other system that does not immediately record such sales on the CGS. A "Request for Play" is a sale that is not immediately recorded on the CGS but is instead recorded onto the CGS at some future time prior to a draw event. At the sole discretion of the lottery, authorized sales through a subscription or other system which have not been recorded on the CGS (instead recorded as "Request for Plays"), may be cancelled at any time prior to the time the Request for Play is recorded as a Play on the CGS. If a Request for Play is cancelled, it shall not be recorded on the CGS.

Per 3.3, once a Play is recorded on the CGS, it may not be cancelled at any time. Any cancelled "Request for Play" shall not be included in sales data reports to MUSL.

- 3.3.3 Returned Plays. To promote good Player or Retailer relations, a Selling

 Lottery, at its sole discretion, may develop a method of compensating

 Players or Retailers for Plays accepted by the Selling Lottery as returned to
 the Selling Lottery ("Returned Plays") that are misprinted, illegible, printed
 in error, future Plays affected by changes in game features by the Selling
 Lottery or due to game cancellations.
 - 3.3.3.1 Returned Plays may not be cancelled or voided. Returned Plays are not reported to MUSL.
 - 3.3.3.2 The Selling Lottery must remit its required prize pool contributions on all Plays accepted as returned Plays by the Selling Lottery.
 - 3.3.3.3 Returned Plays may not be claimed for a prize by any person or entity, including the Selling Lottery. Any prizes which would have been won on a Returned Play shall become an unclaimed prize at the end of the prize claim period.
- 3.3.4 Incomplete Transaction Plays. Incomplete Transaction Plays occur when a Retailer begins a Play transaction as requested by a Player, and the Play is registered on the CGS, but the transaction is terminated prior to transferring Play confirmation to the Player, there is no attempt to print the Play on a ticket, and the Player has not paid for the Play. Transaction terminations may be due to time sensitivities, communications loss or other issues as accepted by the Selling Lottery.
 - 3.3.4.1 A Selling Lottery, at its sole discretion, may develop an approved method of managing Incomplete Transaction Plays, subject to these provisions.
 - 3.3.4.2 Incomplete Transaction plays may not be cancelled or voided.
 - 3.3.4.3 The Selling Lottery must remit its required prize pool contributions on any Incomplete Transaction Plays. At its sole discretion, the Selling Lottery may develop a method of compensation Retailers for Incomplete Transaction Plays if Retailers are required to reimburse Selling Lotteries for prize pool contributions.
 - 3.3.4.4 Incomplete Transaction Plays may not be claimed for a prize

 by any person or entity including the Retailer. Any prize which
 cannot be claimed as a prize under this Rule but would otherwise
 have been won on an Incomplete Transaction Play shall become an
 unclaimed prize at the end of the prize claim period of the drawing

for which the Incomplete Transaction Play was recorded. Incomplete Transaction Plays are not reported to MUSL.

- 3.3.5 Stolen Plays. Plays reported as stolen from a Retailer that have been recovered cannot be accepted by the Selling Lottery as Returned Plays.
- 3.3.5.1 Selling lotteries may compensate a Retailer for the loss from theft if a Selling Lottery, solely at its discretion, determines to assume such a loss, but Stolen Plays cannot be cancelled or voided.
 - 3.3.5.2 Ownership of Stolen Plays, and whether any party has a right to claim prizes on Stolen Plays, shall be determined by the rules of the Selling Lottery.
- 3.3.6 Game Cancellation. In the event of cancellation of the Game by the

 Product Group prior to the occurrence of all drawings for which Plays have
 been sold and recorded on the CGS, the Selling Lottery may provide a
 refund mechanism for such Plays to the Players, and the Selling Lottery
 shall not be required to remit its prize pool contributions for any such
 refunded Plays.
- 3.3.7 Selling Lotteries Prohibited from Claiming Prizes. Selling Lotteries
 and lottery officials are prohibited from claiming any prizes on Plays that
 are owned by the Selling Lottery through "Returned Plays" or otherwise
 acquired and held by the Selling Lottery. Any prizes that would otherwise
 be won on Plays owned or acquired by Selling Lotteries shall become
 unclaimed prizes at the end of the prize claim period.
- A Play may not be voided or canceled by returning the ticket or ticketless transaction to the selling agent or to the lottery, including tickets that are printed in error. A Selling Lottery may develop an approved method of compensating retailers for Plays that are not transferred to a player for a reason acceptable to the Selling Lottery. No play that is eligible for a prize can be returned to the lottery for credit. Plays accepted by retailers as returned plays and that cannot be re-sold shall be deemed owned by the bearer thereof.
- 3.4 Player Responsibility. It shall be the sole responsibility of the player to verify the accuracy of the game Play or Plays and other data printed on the ticket or contained in a ticketless transaction. The placing of Plays is done at the player's own risk through the agent that is acting on behalf of the player in entering the Play or Plays. The purchaser of a Play or Plays through a ticketless transaction has the sole responsibility for verifying the accuracy and condition of the data at the time of purchase.
- 3.5 Entry of Plays. Plays may only be entered manually using the lottery terminal keypad or touch screen or by means of a Play Selip as approved by the Selling Lottery or by such other means approved by the Selling Lottery. Retailers shall not

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permit the use of Play Selips that are not approved by the Selling Lottery. Retailers shall not permit any device to be physically or wirelessly connected to a lottery terminal to enter Pelays, except as approved by the Selling Lottery.

- 3.6 Registration of Plays. Ticketless transaction Plays may be registered by the Selling Lottery at a lottery processing site that meets the requirements established by the Product Group and the MUSL Board.
- 3.7 Maximum Purchase. Except for a ticketless transaction Play purchase, when the Selling Lottery has a process in place to allow players to make changes to their Play purchases in the event of a game change, the maximum number of consecutive Ddrawings on a single Play purchase is thirty-ninetwenty (2039). The maximum number of consecutive drawings encompassed by a ticketless transaction Play purchase when the Selling Lottery has a process in place to allow players to make changes to their Play purchases in the event of a game change is one hundred four (104).
- 3.8 Matrix Changes. In the event of a matrix change, the Selling Lottery that issued the ticketless transaction will determine the option(s) available to ticketless transaction purchasers for that Selling Lottery for the balance of Plays remaining on their ticketless transactions effective as of the date of the matrix change.
- 3.9 Emergency Rule-making Authority. Pursuant to the Product Group's fiduciary duties, it may become necessary for the Product Group to propose or adopt rule changes of modifications to protect the integrity of the game in response to an imminent crisis or emergency. Such rule changes or modifications shall take into effect immediately, or otherwise as indicated by the Product Group, without prior notification to Players or the public.

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Section 4.0 - Lotto America Prize Pool

- **4.1 Lotto America Prize Pool.** The prize pool for all prize categories shall consist of fifty percent (50%) of each <u>D</u>drawing period's <u>Lotto America</u> sales, inclusive of any specific statutorily mandated tax of a Selling Lottery to be included in the price of a <u>P</u>play, and including contributions to the prize pool accounts and prize reserve accounts but may be higher or lower based upon the number of winners at each prize level.
- 4.2 Lotto America Prize Pool Accounts and Prize Reserve Accounts. The Product Group shall set the contribution rates to the prize pools and prize reserve accounts established by this Rule.
 - **4.2.1** The following prize reserve accounts for the Lotto America game are hereby established:
 - **4.2.1.1** The Prize Reserve Account (PRA) which is used to guarantee the payment of valid, but unanticipated, Grand Prize claims that may result from a system error or other reason; to fund deficiencies in low-tier Lotto America Game prize payments (subject to the limitations of these rules); deficiencies in guaranteed Grand Prize funding if approved by the Group; and for other purposes as established in these Rules.
 - **4.2.2** The following prize pool accounts for the Lotto America game are hereby established:
 - **4.2.2.1** The Grand Prize Pool (GPP), which is used to fund the current Grand Prize:
 - 4.2.2.2 The Set Prize Pool (SPP), which is used the fund the Set Prizes. The SPP shall hold the temporary balances that may result from having fewer than expected winners in the Set Prize (aka low-tier prize) categories. The Source of the SPP is the Party Lottery's weekly prize contributions less actual Set Prize liability;
 - **4.2.2.3** The Set-Aside Pool (SAP) which is used to fund the payment of the awarded minimum starting annuity Grand Prizes and the minimum annuity Grand Prize increase, if necessary (subject to the limitations in these rules), as may be set by the Product Group; and
 - **4.2.2.4** The Grand Prize Carry Forward Pool (GPCFP), which is used to fund the starting minimum annuity Grand Prize, as may be set by the Product Group, if such funds are available, and if sales do not fund the Grand Prize.

4.2.3 The above prize reserve accounts, the GPCFP and the SAP may have maximum balance amounts or balance limiter triggers that are set by the Product Group.

The maximum balance amounts and balance limit triggers are subject to review by the MUSL Board Finance and Audit Committee. The Finance and Audit Committee shall have two weeks to state objections, if any, to the approved maximum balance amounts or balance limiter triggers. Approved maximum balance amounts or balance limiter triggers shall become effective no sooner than two weeks after notice is given to the Finance and Audit Committee and no objection is stated or sooner if the Committee affirmatively approves the maximum balance amounts or balance limiter triggers. The Group may appeal the Committee's objections to the full Board. Group approved changes in the maximum balance amounts or balance limiter triggers set by the Product Group shall be effective only after the next Grand Prize win.

4.2.4 The maximum contribution rate to the GPP shall be 46.1982% of the prize pool (23.0991% of sales).

An amount of a Party Lottery's sales shall be deducted from a Party Lottery's GPP contribution and placed in trust in one or more prize pools and prize reserve accounts held by the Product Group (hereinafter the "prize pool and reserve deduction") at any time that the SAP and Party Lottery's share of the prize reserve accounts(s) is below the amounts designated by the Product Group.

An additional amount up to twenty percent (20%) of a Party Lottery's sales shall be deducted from a Party Lottery's GPP contribution and placed in trust in the GPCFP to be held by the Product Group at a time as determined by the Product Group.

- **4.2.5** The Product Group may determine to expend all or a portion of the funds in the Lotto America prize pools and the prize reserve accounts (except the GPP account and the GPCFP):
 - **4.2.5.1** for the purpose of indemnifying the Party Lotteries in the payment of prizes to be made by the Selling Lotteries; and
 - **4.2.5.2** for the payment of prizes or special prizes in the game, limited to prize pool and prize reserve contributions from lotteries participating in the special prize promotion, subject to the approval of the Board's Finance & Audit Committee or that Committee's failure to object after given two weeks' notice of the planned action, which actions may be appealed to the full Board by the Product Group.

The GPCFP may only be expended to fund the starting minimum annuity Grand Prize.

- **4.2.6** The prize reserve shares of a Party Lottery may be adjusted with refunds to the Party Lottery from the prize reserve account(s) as may be needed to maintain the approved maximum balance and sales percentage shares of the Party Lotteries.
- **4.2.7** A Party Lottery may contribute to its sales percentage share of prize reserve accounts over time, but in the event of a draw down from the reserve account, a Party Lottery is responsible for its full sales percentage share of the account, whether or not it has been paid in full.
- **4.2.8** Any amount remaining in the Lotto America prize pool accounts or prize reserve accounts when the Product Group declares the end of the game shall be returned to the lotteries participating in the prize pools and prize reserve accounts after the end of all claim periods of all Selling Lotteries, carried forward to a replacement game, or otherwise expended in a manner at the election of the individual Members of the Product Group in accordance with jurisdiction statute.

4.3 Reserved.

4.4 Expected Lotto America Prize Payout Percentages. The Grand Prize payout shall be determined on a Ppari-Menutuel basis. Except as otherwise provided for in these rules, all other prizes awarded shall be paid as single payment prizes. All prize payouts are made with the following expected prize payout percentages, which does not include any amount contributed to or held in prize reserves, although the prize payout percentages per draw may vary:

Number of Matches per Play	Prize Payment	Prize Pool Percentage Allocated to Prize	Sale Percentage Allocated in Prize
All five (5) of first set plus one (1) of second set	Grand Prize Value	46.1983%*	23.0991%
All five (5) of first set and none of second set	\$20,000.00	1.3852%	0.6926%
Any four (4) of first set plus one (1) of second set	\$ 1,000.00	1.8084%	0.9042%
Any four (4) of first set and none of second set	\$ 100.00	1.6276%	0.8138%
Any three (3) of first set plus one (1) of second set	\$ 20.00	1.6637%	0.8319%
Any three (3) of first set and none of second set	\$ 5.00	3.7434%	1.8717%
Any two (2) of first set plus one (1) of second set	\$ 5.00	6.2390%	3.1195%
Any one (1) of first set plus one (1) of second set	\$ 2.00	13.7259%	6.8629%
None of first set plus one (1) of second set	\$ 2.00	23.6085%	11.8043%

4.4.1 The prize money allocated to the Grand Prize category shall be divided equally by the number of Lotto America Plays winning the Grand Prize as described in Sections 6.1.2 and 6.1.3 of these rules.

- **4.4.2 Lotto America Game Set Prize Pool (SPP) Carried Forward.** The SPP (for single payment prizes of twenty thousand dollars (\$20,000.00) or less) shall be carried forward to subsequent draws if all or a portion of it is not needed to pay the Set Prizes awarded in the current draw.
- 4.4.3 Pari-Mutuel Lotto America Game Prize Determinations.
 - 4.4.3.1 If the total of the Lotto America Set Prizes (as multiplied by the All Star Bonus Multiplier if applicable) awarded in a drawing exceeds the percentage of the prize pool allocated to the Lotto America Game Set Prizes, then the amount needed to fund the Lotto America Game Set Prizes, including All Star Bonus Multiplier prizes, awarded shall be drawn from the following sources, in the following order:
 - **4.4.3.1.1** the amount available –in the SPP and the All Star Bonus Multiplier Prize Pool; and, if needed,
 - **4.4.3.1.2** an amount from the PRA, if available, not to exceed the balance of the PRA; and, if needed,
 - **4.4.3.1.3** another amounts from the SAP, if available, not to exceed the balance of the pool.
 - 4.4.3.2 If, after these sources are depleted, there are not sufficient funds to pay the Set Prizes, including the All Star Bonus Multiplier prizes, then the highest Set Prize shall become a Ppari-Mmutuel prize. If the amount of the highest Set Prize, including All Star Bonus Multiplier Prizes, when paid on a Ppari-Mmutuel basis, drops to or below the next highest Set Prize and there are still not sufficient funds to pay the remaining set prizes awarded, including All Star Bonus Multiplier prizes, then the next highest Set Prize shall become a Ppari-Mmutuel prize. This procedure shall continue down through all Set Prize levels, if necessary, until all Set Prize levels become Ppari-Mmutuel prize levels. In that instance, the money available from the funding sources listed in this rule shall be divided among the winning Plays in proportion to their respective prize percentages. Lotto America Game and All Star Bonus Multiplier prizes will be reduced by the same percentage.

Section 5.0 - Probability of Winning Lotto America Prizes

The following table sets forth the probability of winning and the probable distribution of winners in and among each prize category, based upon the total number of possible combinations in Lotto America Game.

Number of Matches per Ticket	Number of Winners	Probability Distribution Probability	Probable/Set Prize Amount
All five (5) of first set plus one (1) of second set	1	1:25,989,600.0000	Grand Prize*
All five (5) of first set and none of second set	9	1:2,887,733.3333	\$20,000.00
Any four (4) of first set plus one (1) of second set	235	1:110,594.0425	\$ 1,000.00
Any four (4) of first set and none of second set	2,115	1:12,288.2269	\$ 100.00
Any three (3) of first set plus one (1) of second set	10,810	1:2,404.2183	\$ 20.00
Any three (3) of first set and none of second set	97,290	1:267.1353	\$ 5.00
Any two (2) of first set plus one (1) of second set	162,150	1:160.2812	\$ 5.00
Any one (1) of the first set plus one (1) of the second set	891,825	1: 29.1420	\$ 2.00
None of the first set plus one (1) of the second set	1,533,939	1: 16.9430	\$ 2.00
Overall	2,698,374	1:9.6315	
* The Grand Prize Amount does not	include the PRA	deductions or any other deduction	ons, if any.

Section 6.0 – Lotto America Prize Payment

6.1 Grand Prizes.

6.1.1 Grand Prizes shall be paid, at the election of the player made no later than sixty (60) days after the player becomes entitled to the prize, with either a per-winner annuity or single lump sum payment (which may be referred to as the "cash option"). If the payment election is not made at the time of purchase and is not made by the player within sixty (60) days after the player becomes entitled to the prize, then the prize shall be paid as an annuity prize. An election for an annuity payment made by a player before ticket purchase or by system default or design may be changed to a cash option payment at the election of the player until the expiration of sixty (60)

days after the player becomes entitled to the prize. The election to take the cash option payment may be made at the time of the prize claim or within sixty (60) days after the player becomes entitled to the prize. An election made after the winner becomes entitled to the prize is final and cannot be revoked, withdrawn, or otherwise changed.

- 6.1.2 Shares of the Grand Prize shall be determined by dividing the funds available in the GPP equally among all winning Plays of the Grand Prize. Winner(s) who elect a cash option payment shall be paid their share(s) in a single lump sum payment. The annuitized option prize shall be determined by multiplying a winner's share of the Grand Prize pool by a process as approved by the MUSL Board. Neither MUSL nor the Selling Lotteries shall be responsible or liable for changes in the advertised or estimated annuity prize amount and the actual amount purchased after the prize payment method is actually known to MUSL.
- **6.1.3** In certain instances announced by the Product Group, the Grand Prize shall be a guaranteed amount and shall be determined pursuant to Section 6.5 of these rules.
- **6.1.4** If individual shares of the GPP funds held to fund an annuity is less than two--hundred fifty- thousand dollars (\$250,000.00), the Product Group, in its sole discretion, may elect to pay the winners their share of the funds held in the GPP.
- 6.1.5 All annuitized prizes shall be paid annually in thirty (30) payments with the initial payment being made in a single payment, to be followed by twentynine (29) payments funded by the annuity. Except as may be controlled by a Selling Lottery's governing statute, all annuitized prizes shall be paid annually in thirty (30) graduated payments (increasing each year) by a rate as determined by the Product Group. Prize payments may be rounded down to the nearest one thousand dollars (\$1,000.00). Annual payments after the initial payment shall be made by the lottery on the anniversary date or if such date falls on a non-business day, then the first business day following the anniversary date of the selection of the Grand Prize Winning Numbers.
- 6.1.6 Funds for the initial payment of an annuitized prize or the lump sum cash option prize payment shall be made available by MUSL for payment by the Selling Lottery no earlier than the fifteenth calendar day (or the next banking day if the fifteenth day is a holiday) following the drawing. If necessary, when the due date for the payment of a prize occurs before the receipt of funds in the prize pool trust sufficient to pay the prize, the transfer of funds for the payment of the full lump sum cash option amount may be delayed pending receipt of funds from the Selling Lotteries. A paying lottery may elect to make the initial payment from its own funds after validation, with notice to MUSL.

- **6.1.7** If a Party Lottery purchases or holds the prize payment annuity for a prize won in that jurisdiction, that Party Lottery's game rules, and any prize payment agreement with the prize winner, shall indicate that the prize winner has no recourse on the MUSL or any other Party Lottery for payment of that prize.
- 6.1.8 In the event of the death of a lottery winner during the annuity payment period, unless prohibited by jurisdictional law, the MUSL Finance & Audit Committee, in its sole discretion excepting a discretionary review by the Product Group, upon the petition of the estate of the lottery winner (the "Estate") to the lottery of the jurisdiction in which the deceased lottery winner purchased the winning Play, and subject to federal, state, district, or territorial applicable laws, may accelerate the payment of all of the remaining lottery proceeds to the Estate. If such a determination is made, then securities and/or cash held to fund the deceased lottery winner's annuitized prize may be distributed to the Estate. The identification of the securities to fund the annuitized prize shall be at the sole discretion of the Finance & Audit Committee or the Product Group.
- **6.1.9** If a Party Lottery purchases or holds the prize payment annuity for a prize won in that jurisdiction, that Party Lottery's game rules, and any prize payment agreement with the prize winner, shall indicate that the prize winner has no recourse on the MUSL or any other Party Lottery for payment of that prize.
- **6.2 Lotto America Prize Payments.** All prizes (whether described as "cash" payment prizes or otherwise) shall be paid through the Selling Lottery that sold the winning Play(s) and at the discretion of the Selling Lottery that sold the winning Play(s) may be paid by cash, check or warrant or electronic transfer.

A Selling Lottery may begin paying low-tier prizes after receiving authorization to pay from the MUSL central office.

6.3 Lotto America Prizes Rounded. Annuitized payments of the Grand Prize or a share of the Grand Prize may be rounded to facilitate the purchase of an appropriate funding mechanism. Breakage on an annuitized Grand Prize win shall be added to the first payment to the winner or winners.

Prizes other than the Grand Prize, which, under these rules, may become single-payment, pari-mutuel prizes, may be rounded down so that prizes can be paid in multiples of whole dollars. Breakage resulting from rounding these prizes shall be carried forward to the prize pool for the next drawing.

- **6.4 Lotto America Prize Rollover.** If the Grand Prize is not won in a drawing, the prize money allocated for the Grand Prize shall roll over and be added to the GPP for the following drawing.
- 6.5 Funding of Guaranteed Lotto America Prizes.
 - **6.5.1** The Product Group may offer guaranteed minimum Grand Prize amounts or minimum increases in the Grand Prize amount between drawings or make other changes in the allocation of prize money where the Product Group finds that it would be in the best interest of the game.
 - **6.5.2** If a minimum Grand Prize amount or a minimum increase in the Grand Prize amount between drawings is offered by the Product Group, then the Grand Prize shares shall be determined as follows:
 - 6.5.2.1 If there are multiple Grand Prize winners during a single drawing, each selecting the annuitized option prize, then a winner's share of the guaranteed annuitized Grand Prize shall be determined by dividing the guaranteed annuitized Grand Prize by the number of winning Plays;
 - **6.5.2.2** If there are multiple Grand Prize winners during a single drawing and at least one (1) of the Grand Prize winners has elected the annuitized option prize, then the MUSL Annuity Factor shall be utilized to determine the cash pool. The cost of the annuitized prize(s) will be determined at the time the annuity is purchased through a process approved by the MUSL Board;
 - **6.5.2.3** If no winner of the Grand Prize during a single drawing has elected the annuitized option prize, then the amount of cash in the GPP shall be an amount equal to the guaranteed annuitized amount divided by the MSUL Annuity Factor.
 - 6.5.3 Minimum guaranteed prizes or increases may be waived by the Product Group if the alternate funding mechanism set out in Section 4.4.3 of these rules becomes necessary. Approval of the Group is required to change the guaranteed minimum Grand Prize amounts or minimum increases in the Grand Prize amount. Any reduction in the guaranteed minimum Grand Prize amount or reduction in the minimum increases to the Grand Prize amount shall not become effective until after a Grand Prize win following the action taken by the Group.
- **6.6** Limited to Highest Lotto America Prize Won. The holder of a winning Lotto America Play may win only one (1) prize per Lotto America Pplay in connection with the Winning Numbers drawn and shall be entitled only to the prize won by

- those numbers in the highest matching prize category. All liabilities for a Lotto America and All Star Bonus prize are discharged upon payment of a prize claim.
- **6.7 Lotto America Prize Claim Period.** Prize claims shall be submitted within the period set by the Selling Lottery selling the Play. For Maine, all prize claims, including the Grand Prize shall be made within one (1) year after the drawing date.
- **6.8 Expired Unclaimed Prizes.** Prizes which are unclaimed for a period of one (1) year after the drawing date on the ticket revert to the expired unclaimed prize pool to be distributed to players in the form of special promotions or drawings.

Section 7.0 - Play Validation

7.1 General Requirements for Validation. To be a valid Play and eligible to receive a prize, a Play's ticket or ticketless transaction shall satisfy all the requirements established by a Party Lottery for validation of winning Plays sold through its computer gaming system and any other validation requirements adopted by the Product Group, the MUSL Board, and published as the Confidential MUSL Minimum Game Security Standards. The MUSL and the Party Lotteries shall not be responsible for tickets or ticketless transactions that are altered in any manner.

7.2 Specific Requirements for Validation of Tickets Sold in Maine

- 7.2.1 To be a valid ticket and eligible to receive a prize, all the following requirements must be satisfied:
 - 7.2.1.1 The ticket must have been issued by the Lottery through a licensed agent, via a terminal, in an authorized manner. The ticket must be intact and must not be mutilated, altered, reconstructed, or tampered with in any manner.
 - 7.2.1.2 The ticket date must have been recorded in the Lottery's computer gaming system at least sixty (60) minutes prior to the drawing; even if it appears that a bet is accepted (by virtue of a printed ticket), any bet placed other than at least sixty (60) minutes prior to the drawing (regardless of when the drawing is held) is void.
 - <u>7.2.1.3</u> The information appearing on the ticket must correspond precisely with the party Lottery's computer gaming system record.
 - 7.2.1.4 The ticket validation number must appear in its entirety, and correspond, using a computer validation file, to the winning game play or plays printed on the ticket. The ticket stock

- sequential number on the back of the ticket must correspond to the Lottery's inventory records.
- 7.2.1.5 The ticket must not be defectively printed, fuzzy, produced in error, counterfeit in whole or in part, altered, unreadable, reconstructed, tampered with in any manner, stolen, blank or partially blank, misregistered, or defective.
- 7.2.1.6 All information appearing on an apparent winning ticket must correspond to the Lottery's records of winning tickets, and another ticket with identical data shall not have been paid.
- 7.2.1.7 The ticket must be intact, fully legible, complete and not miscut, correspond to the data on file at the Lottery in every respect.
- 7.2.1.8 The ticket must pass all other security criteria determined by the Maine Lottery BABLO and MUSL.
- 7.2.1.9 The ticket must be validated in accordance with the provisions of these rules relating to the procedures for claiming prizes and for the payment thereof.
- 7.2.1.10 An apparent winning ticket shall be void unless the ticket paper stock roll which was in use at the time of the bet by, and validly issued to, the agent from whom the ticket was purchased.
- <u>7.2.1.11</u> Ticketless transaction Plays must meet the validation requirements set forth in this Section.
- 7.2.2 In the event that a ticket fails to pass all the criteria set forth in Section 7.2.1 of these rules, the ticket shall be deemed void and ineligible for any prize and shall not be paid. In the event of a dispute or other instance of doubt, the decision of the executive director shall be final and binding. If the executive director determines that the ticket is not eligible to receive a prize, then the executive director may, at the executive director's option, replace an invalid, defective or otherwise erroneous ticket with a ticket of equivalent sales price from any current lottery game. Replacement of the ticket shall be the bearer or claimant's sole and exclusive remedy.

Section 8.0 - Ticket Responsibility

- **8.1 Prize Claims.** Prize claim procedures shall be governed by the rules of the Selling Lottery. The MUSL and the Selling Lotteries shall not be responsible for prizes that are not claimed following the proper procedures as determined by the Selling Lottery.
- 8.2 Reserved.
- **8.3 Stolen Tickets.** The Product Group, the MUSL and the Party Lotteries shall not be responsible for lost or stolen Plays.
- **8.4 Ticketless Transactions.** A receipt for a ticketless transaction play has no value and is not evidence of a Play. A ticketless transaction Play is valid when registered with the lottery in accordance with lottery rules and the person or, if permitted by the lottery rules, the persons registering the Play shall be the owner of the ticketless transaction Play.

8.5 Errors.

- 8.5.1 The <u>MUSL</u> and Party Lotteries shall not be responsible to a prize claimant for Plays redeemed in error by an <u>selling</u> agent, or retailer or <u>lottery retail</u> agent.
- 8.5.2 Winners are determined by the numbers drawn and certified by the independent auditor responsible for auditing the <u>Lotto America Ddrawings</u>. MUSL and the Party Lotteries are not responsible for winning numbers reported in error.

Section 9.0 - Ineligible Players

- 9.1 A play or share for a MUSL game issued by the MUSL or any of its Party Lotteries shall not be purchased by, and a prize won by any Play or share shall not be paid to:
 - **9.1.1** A MUSL employee, officer, or director;
 - 9.1.2 A contractor or consultant under agreement with the MUSL to review the MUSL audit and security procedures;
 - 9.1.3 An employee of an independent accounting firm under contract with MUSL to observe drawings or site operations and actually assigned to the MUSL account and all partners, shareholders, or owners in the local office of the firm; or

- 9.1.4 An immediate family member (parent, stepparent, child, stepchild, spouse, or sibling) of an individual described in this section and residing in the same household.
- 9.2 A ticketPlay may not be sold to, or purchased by, individuals who have not attained 18 years of age. However, tickets Plays may be given as gifts to minors or any other individuals except as prohibited by Maine law.
- 9.3 A Play or share may not be purchased by and a prize may not be paid to any of the persons set forth in 8 M.R.S.A. Section 381.
- 9.4 Those persons designated by a Selling Lottery's law as ineligible to play its games shall also be ineligible to play the <u>Lotto America MUSL</u>-game in that Selling Lottery's jurisdiction.
- 9.5 Those persons designated by a Selling Lottery's law as ineligible to play its games shall also be ineligible to play the MUSL game in that Selling Lottery's jurisdiction.

Section 10.0 —APPLICABLE LAW

In purchasing a Pplay, or attempting to claim a prize, purchasers and prize claimants agree to comply with and abide by all applicable Maine laws, rules promulgated, procedures, and decisions of the Selling Lottery where the Pplay was purchased, and by directives and determinations of the director of that Party Lottery.

A prize claimant agrees, as its sole and exclusive remedy that claims arising out of a Lotto America Play can only be pursued against the Selling Lottery which issued the Play. Litigation, if any, shall only be maintained within the jurisdiction in which the Lotto America Play was purchased and only against the Selling Lottery that issued the Pplay. No claim shall be made against any other Participating Lottery or against the MUSL

Nothing in these Rules shall be construed as a waiver of any defense or claim the Selling Lottery which issued the Play, any other Participating Lottery or MUSL may have in any litigation, including in the event a player or prize claimant pursues litigation against the Selling Lottery, any other Participating Lottery or MUSL, or their respective officers, directors or employees.

All decisions made by a Selling Lottery, including the declaration of prizes and the payment thereof and the interpretation of Lotto America Rules, shall be final and binding on all Play purchasers and on every person making a prize claim in respect thereof, but only in the jurisdiction where the Lotto America Play was issued.

Unless the laws, rules, regulations, procedures, and decisions of the Lottery which issued the Play provide otherwise, no prize shall be paid upon a Play purchased, claimed or sold in violation of these Rules or the laws, rules, regulations, procedures, and decisions of that Selling Lottery; any such prize claimed but unpaid shall constitute an unclaimed prize

under these Rules and the laws, rules, regulations, procedures, and decisions of that Selling Lottery.

Part III - Special Game Rules: Lotto America All Star Bonus Multiplier Promotion

Section 11.0 – Promotion Description

The All Star Bonus. Multiplier Option is a limited extension of the Lotto America Game and is conducted in accordance with the Lotto America Game Rules and other lottery rules applicable to the Lotto America Game, except as may be amended herein. The promotion will begin at a time announced by the Member Lottery and will continue until discontinued by the lottery. The Promotion will offer to the owners of a qualifying Play a chance to multiply the amount of any of the eight lump sum Set Prizes (the lump sum prizes normally paying \$2.00 to \$20,000.00) won in a drawing held during the Promotion. The Grand Prize is not a Set Prize and will not be multiplied.

<u>Participating Lotteries may require purchase of the All Star Bonus Promotion when a player purchases a Lotto America Play.</u>

Section 12.0 - Qualifying Play

A qualifying Play is any single Lotto America Game Play for which the player pays an extra dollar for the All Star Bonus Multiplier option play and that is recorded at the Member Lottery's computer gaming system as a qualifying All Star Bonus Multiplier Play.

Section 13.0 - Prizes to be Multiplied

Except as provided in these rules, a qualifying Play which wins one of the Set Prizes will be multiplied by the number selected, either two, three, four or five (2, 3, 4, or 5), in a separate random All Star Bonus Multiplier drawing announced by the Product Group.

Section 143.0 - All Star Bonus Drawings

MUSL will conduct a separate random "All Star Bonus" drawing and announce the results. During each 2X-5X Multiplier drawing, a single number (2, 3, 4 or 5) shall be drawn. The Lotto America Game Group may modify the multiplier features for special promotions from time to time.

Section 154.0 - All Star Bonus Multiplier Prize Pool

154.1 All Star Bonus Multiplier Prize Pool.

154.1.1 The All Star Bonus Multiplier Prize Pool (MPP) is hereby created, and which is used to fund All Star Bonus Multiplier prizes. The MPP shall

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hold the temporary balances that may result from having fewer than expected winners in All Star Bonus Multiplier. The source of the MPP is the Party Lottery's weekly prize contributions less actual All Star Bonus Multiplier Prize liability.

- 154.1.2 In total, fifty percent (50%) of each draw's sales shall be collected for the payment of prizes:
 - 154.1.2.1 The expected payout for all prize categories shall consist of up to forty-nine and nine hundred thirty-two-five hundred ninety-eight thousandths percent (49.598%) of each drawing period's sales, including any specific statutorily mandated tax of a Selling Lottery to be included in the price of a lottery ticket.
 - 154.1.2.2 An additional four-hundred and two-sixty-eight thousandths percent (0.402%) of each drawing period's sales, including any specific statutorily mandated tax of a Selling Lottery to be included in the price of a lottery ticket, may be collected and placed in trust in the MPPP, for the purpose of paying All Star Bonus MultiplierPower Play prizes.
- 154.1.3 The prize payout percentage per draw may vary. The MPP shall be carried forward to subsequent draws if all or a portion of it is not needed to pay the set prizes awarded in the current draw and held in the MPP.
- 154.2 End of Game. Any amounts remaining in the MPP when the Product Group declares the end of this game shall be returned to the lotteries participating in the pool after the end of all claim periods of all Party Lotteries, carried forward to a replacement game, or otherwise expended in a manner as directed by the individual Members of the Product Group in accordance with jurisdiction law.
- 154.3 Expected Prize Payout. Except as provided in these rules, all prizes awarded shall be pair Formatted: Indent: Left: 1", Hanging: 0.5" as lump sum set prizes. Instead of the Lotto America Game set prize amounts, qualifying All Star Bonus Multiplier Plays will pay the amounts shown:

Lotto America	Prize Amount		All	Star Bonus	s Multi	plier		
	Set Prize Amount	5X		4X		3X		2X
Match 5+0	\$20,000 <u>.00</u>	\$100,	00.00	\$80,0	00.00	\$60,0	00.00	
\$40,000.00								
Match 4+1	\$1,000.00	\$ 5,000.00	\$ 4	,000.00	\$ 3	3,000.00	\$	2,000.00
Match 4+0	\$ 100.00	\$ 500.00	\$	400.00	\$	300.00	\$	200.00
Match 3+1	\$ 20.00	\$ 100.00	\$	80.00	\$	60.00	\$	40.00
Match 3+0	\$ 5.00	\$ 25.00	\$	20.00	\$	15.00	\$	10.00
Match 2+1	\$ 5.00	\$ 25.00	\$	20.00	\$	15.00	\$	10.00
Match 1+1	\$ 2.00	\$ 10.00	\$	8.00	\$	6.00	\$	4.00

Match 0+1 \$ 2.00 \$ 10.00 \$ 8.00 \$ 6.00 \$ 4.00

In certain rare instances, the Lotto America Game set prize amount may be less than the amount shown. In such case, the eight (8) lowest Power Play prizes will be changed to an amount announced after the draw. For example, if the Match 4+1 Lotto America set prize amount of \$1,000.00 becomes \$500.00 under the rules of the Lotto America game and a 5x multiplier is selected, then an All Star Bonus player winning that prize amount would win \$2,500.00.

154.4 Probability of Prize Increase. The following table sets forth the probability of the various All Star Bonus Multiplier numbers being drawn during a single 2X-5X Multiplier drawing. The Group may elect to run limited promotions that may modify the multiplier features.

All Star Bonus Multiplier	Probability of Prize Increase	Chance of Occurrence
5X - Prize Won Times 5	3 in 32	9.3750%
4X - Prize Won Times 4	4 in 32	12.5000%
3X - Prize Won Times 3	10 in 32	31.2500%
2X - Prize Won Times 2	15 in 32	46.8750%

Section 165 - Limitations on Payment of All Star Bonus Prizes

165.1 Pari-Mutuel Prizes—All Prize Amounts.

- 165.1.1 If the total of the original Lotto America Game set prizes and the multiplied All Star Bonus Multiplier set prizes awarded in a drawing exceeds the percentage of the prize pools allocated to the set prizes and All Star Bonus Multiplier prizes, then the amount needed to fund the Set Prizes (including the All Star Bonus Multiplier prize amounts) awarded shall be drawn from the following sources, in the following order:
 - 165.1.1.1 the amount available in the SPP allocated to the set prizes and the MPP, if any;
 - 165.1.1.2 an amount from the PRA up to, if available, not to exceed the balance of the PRA; and
 - 165.1.1.3 an amount from the SAP, if available, not to exceed the balance of that pool.
- 165.1.2 If, after these sources are depleted, there are not sufficient funds to pay the Set Prizes awarded (including All Star Bonus Multiplier prizes),

then the highest Set Prize (including the All Star Bonus Multiplier prizes) shall become a Ppari-Mmutuel prize. If the amount of the highest Set Prize (including the All Star Bonus Multiplier Prizes) when paid on a pari-mutuel basis, drops to or below the next highest Set Prize (including the All Star Bonus Multiplier Prizes) and there are still not sufficient funds to pay the remaining Set Prizes awarded, then the next highest Set Prize (including the All Star Bonus Multiplier prize) shall become a Ppari-Mmutuel prize. This procedure shall continue down through all Set Prize levels, if necessary, until all Set Prize levels become Ppari-Mmutuel prize levels. In that instance, the money available from the funding sources listed in this rule shall be divided among the winning Plays in proportion to their respective prize percentages. Lotto America Game and All Star Bonus Multiplier prizes will be reduced by the same percentage

Section 176.0 Prize Payment

- 176.1 Prize Payments. All All Star Bonus Multiplier prizes shall be paid in one lump sum through the Member Lottery that sold the winning Play(s). A Member Lottery may begin paying All Star Bonus Multiplier prizes after receiving authorization to pay from the MUSL central office.
- 176.2 Prizes Rounded. Prizes that, under these rules, may become Ppari-Mmutuel prizes may be rounded down so that prizes can be paid in multiples of whole dollars. Breakage resulting from rounding these prizes shall be carried forward to the MPP for the next drawing.

Part IV - Lottery Retail Agents

Section 187.0 – Lottery Retail Agents

- 187.1 A lottery retail agent selling Lotto America and Lotto America with Power Play tickets shall comply with all applicable Maine laws, administrative rules promulgated by the Lottery, and procedures and decisions of the Lottery as well as with all applicable MUSL rules, regulations and requirements.
- 187.2 Each lottery retail agent shall receive a commission of five percent (5%) of gross receipts for Lotto America and Power Play All Star Bonus tickets sold by that lottery retail agent.
- 187.3 A bonus of one (1) percent of the winning Grand Prize Play not to exceed \$30,000 will be paid to the lottery retail agent for any winning Grand Prize Play sold by that lottery retail agent.
- 187.4 A bonus of one (1) percent or any single Match 5 + 0 \$20,000 winning Play will be paid to the lottery retail agent sold by that lottery retail agent, will be paid to the

 $\underline{\text{lottery retail agent for any single Match 5}} + 0 \ \underline{\text{winning Play sold by that lottery}} \\ \underline{\text{retail agent.}}$

Section 198.0 – Effective Date

These rules shall become effective for <u>the Drawing beginning July 18, 2022 November 15, 2017.</u>

STATUTORY AUTHORITY: 8 M.R.S.A. §374

March 8, 2022

New Instant Games for Approval



- "Scratch my Back" bonus play area
- \$250,000 Top Prize
- Overall odds 1:3.4
- Quantity: 1,320,000



Front: Match any of YOUR NUMBERS to any of the WINNING NUMBERS, win prize shown. Reveal a "Gold" symbol win \$100 instantly. Get a "Cash" symbol win all 20 prizes on front of ticket. Back: Reveal a "Moneybag" symbol win prize shown.

03.08.22 - Signed Minutes

Final Audit Report 2022-04-21

Created: 2022-04-20

By: eileen bonenfant (EILEEN.BONENFANT@MAINE.GOV)

Status: Signed

Transaction ID: CBJCHBCAABAABWVikj8vMbn26J7Pvc-Lyz1aJ59yLtQD

"03.08.22 - Signed Minutes" History

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